



FCA employees played hockey on the same rink used by the Detroit Red Wings.

FCA 'Battle of the Brands' Hit Ice at LCA

by Jim Stickford

Detroit's brand new Little Caesars Arena hosted the 2018 FCA "Battle of the Brands" hockey tournament on Feb. 17, with the event turning out to be a bit of a family affair.

The tournament raises money

for the Southeast Michigan United Way, said FCA spokeswoman Val Oehmke. This year, FCA raised \$50,000.

Each of FCA's brands fields a team, Oehmke said. This year the teams were fielded by Jeep, Ram, Mopar, Maserati, Alfa Romeo and Dodge. Two of the Dodge teams

were named Hellcat and Demon, while the third was called Dodge.

Four games were played, Oehmke said. Jeep beat Ram, 6-4; Hellcat beat Demon, 3-2; Mopar tied Maserati, 8-8, and Dodge beat Alfa Romeo, 9-4.

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Michigan State, Texas A&M Join Forces

The American Center for Mobility (ACM) has commissioned a workforce study being undertaken by Michigan State University (MSU) and Texas A&M Transportation Institute (TTI) to begin to understand and quantify how today's driving environment affects today's transportation jobs.

The study focuses on driving-related jobs, including professional truck drivers, taxi drivers and delivery drivers, said ACM spokesman Tracey L. Shavers, Jr. "Our goal is to ensure that employees, employers and policy-makers are informed about the potential developments, so they can approach them proactively rather than reacting to issues as they arise," said Soraya Kim, ACM's chief innovation officer who is leading the education initiative.

"The adoption of connected and autonomous vehicles (CAVs) has the potential to lead to job impacts in the transportation and mobility sector and create a range of new labor opportunities in businesses that develop and implement innovative usage models for CAVs," said Shelia Cotten, MSU Foundation professor and director of the Sparrow/MSU Center for Innovation and Research.

The study, led by MSU, will also identify how the future workforce should be trained to provide the skilled jobs that will power the development and deployment of this beneficial technology, Shavers said. The results will be shared this summer.

CONTINUED ON PAGE 3

Head of CAR Looks at the Future of Automotive Industry

The future of the auto industry could mean profound change for the future of American society.

That was the message presented by Carla Bailo, president and CEO of the Center for Automotive Research (CAR) to the Automotive Press Association (APA) at a special Detroit Athletic Club lunch on Feb. 21.

Bailo's speech was titled, "The Great Divide: What Consumers Are Buying vs. The Investments Automakers & Suppliers Are Making in Future Technologies, Products & Business Models."

She said the internal combustion engine is still very popular.

Currently, she said, about 80 percent of vehicles on the road have ICE, 15 percent are hybrids and 5 percent are "other." That is not likely to radically change in the next decade, she said.

"And it's also important for OEMs to understand that consumers will buy what they want, not what OEMs want them to buy," Bailo said.

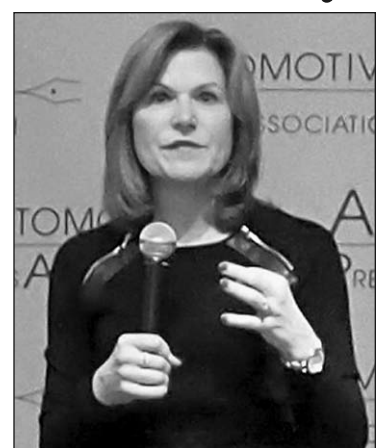
So while OEMs are making vehicles that produce better mileage, the public expects that. And, more importantly, the public will not buy a vehicle that gets better mileage but has less horsepower or torque.

"People will not sacrifice what they want, so it's never a positive when trying to improve mileage by reducing power," Bailo said. "Customer demand isn't driving the development of alternatives to the ICE car."

It is also important to remember that today's car market is being driven by demand for trucks and SUVs/CUVs, she said, noting that the sedan's market share is expected to stay more of a niche vehicle.

But the good news, she said, is that trucks and SUVs/CUVs are

CONTINUED ON PAGE 2



Carla Bailo

Ford Promotes Kumar Galhotra in Wake of Nair Troubles

Ford has made a number of changes to its executive staff in the wake of Raj Nair leaving the position of executive vice president and president, North America. The company announced Feb. 21 that Nair is leaving in response to a recent internal investigation into reports of inappropriate behavior.

In making the leadership changes last week, Ford President and CEO Jim Hackett said Ford is "very fortunate to have an experienced and committed executive team in place driving every day to significantly strengthen our business while building toward our vision of becoming the world's most trusted mobility company, designing smart vehicles for a smart world."

Kumar Galhotra, 52, is appointed group vice president and president, Ford North America, effective March 1. Galhotra will be responsible for leading all aspects of Ford's North American



Kumar Galhotra

business. He will report to Jim Farley, Ford executive vice president and president, Global Markets, said Ford spokesman Brad Carroll.

Galhotra, a 29-year veteran of the company, has served in a variety of senior-level engineering and product strategy positions around the world. In



Stuart Rowley

addition, since 2014, he has led Lincoln Motor Company, revitalizing the luxury brand's model lineup and developing a world-class customer experience. He also has been serving as the company's chief marketing officer since last year.

"Kumar is an incredibly talented executive with a special feel

for product and brand. He is also a seasoned leader who knows how to drive a business transformation," Farley said. "Kumar is the right person to lead our North American business to new levels of operational fitness, product and brand excellence, and profitability."

Reporting to Galhotra will be Stuart Rowley, 50, who is named vice president and chief operating officer, Ford North America, effective March 1, Carroll said. Rowley, who was previously the company's vice president of Strategy, will be responsible for driving the redesign of the North American business to improve its overall fitness.

Joy Falotico, 50, is named group vice president, Lincoln Motor Company and chief marketing officer, succeeding Galhotra. Her appointment is effective March 1, Carroll said.

In this role, Falotico reports to

CONTINUED ON PAGE 10



IIHS tested the safety of the XT5 by having it rear-end a pole.

Cadillac's XT5 Proves Safe For Rear End Collisions

Little things like hitting a pole while backing out of a parking space can add up to big expenses, said David Zuby, executive vice president and chief research officer for the Insurance Institute for Highway Safety (IIHS).

Parking crashes usually don't result in serious injuries, but repair costs can quickly mount, along with the hassle of going without the family vehicle while waiting for the body shop to finish work, Zuby said.

That's why the Insurance Institute for Highway Safety has

launched a rear crash prevention ratings program to help consumers identify models with the technology that can prevent or mitigate low-speed backing crashes.

One of the two models that earned IIHS's highest rating of superior is the 2017 Cadillac XT-5. The second was the Subaru Outback.

Zuby said that the 2017 Jeep Cherokee was one of four vehicles to earn the second-highest

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Ziebart Named Tops For Those Who Franchise

Growth and retention are some of the many reasons Troy-based Ziebart climbed the charts to #151 on the *Entrepreneur* magazine's Franchise 500 list this year and was awarded #1 in the Automotive Appearance Service category for the second straight year, said Ziebart spokeswoman Larisa Walega.

Ziebart has also made the Web site Franchise Gator's Top 100 list for 2018, coming in at #33, Walega said.

With approximately 400 locations in 33 countries and growing, Ziebart experienced another record year for U.S. unit growth in 2017, Walega said.

"I'm excited and proud of the work our team has done to earn this ranking two years in a row," said Thomas E. Wolfe, president/CEO of Ziebart International Corporation. "The excitement continues, as we begin 2018 and look forward to continued development throughout the U.S. and internationally."

Camaro ZL1 Proves to be Winner at 2018 Daytona 500

As the saying goes, being in the winner's circle Sunday brings the customers to the showroom floor Monday. Which is good news for Chevrolet.

In its inaugural season, the Chevrolet Camaro ZL1 opened with a win in the Daytona 500, the 2018 Monster Energy NASCAR Cup Series opener. Austin Dillon, driver of the No. 3 DOW Camaro ZL1, took the lead on the final lap en route to winning The Great American Race at Daytona International Speedway on Feb. 18.

"I never really thought about it until we took the lead about having a shot to win. I knew we were in a good spot if I could get a push down the backstretch. Heck, we went down the backstretch, had a run, went low, the No. 43 went low and I just had more momentum than he did and caught him. It turned him, but heck, we won the Daytona 500 — we are sitting here now," said Dillon following his second career Monster Energy NASCAR Cup series victory.

Chevrolet has now won the Daytona 500 24 times, more than any other automobile manufacturer, said GM spokeswoman Afaf Farah.

"Winning the Daytona 500, the most iconic race of the year, is absolutely incredible," said Jim Campbell, Chevrolet vice president of Performance Vehicles and Motorsports. "It is a goal every year. It is extra special to win it this year with Austin Dillon and Richard Childress and our new Camaro ZL1 race car. Chevy's designers and engineers worked well with our race teams to prepare the Camaro ZL1 for this season. We are proud of our partnership with both of them as Austin wins his first Daytona 500 and Richard wins his third."

Darrell Wallace Jr., driver of the

No. 43 Click n' Close Camaro ZL1, finished second in just his fifth career start.

"It was just a great day and a great week for our Click n' Close team. The new Chevy Camaro ZL1 is in Victory Lane and the RCR alliance is one-two, so it's pretty good. It's good to see the No. 3 back in Victory Lane here in Daytona with the No. 43 at the top of the board as well," said Wallace.

Chris Buescher in the No. 37 Kleenex Camaro ZL1 (fifth); Ryan Newman, in No. 31 Bass Pro Shops/Cabela's Camaro ZL1 (eighth); and AJ Allmendinger, in the No. 47 Kroger ClickList Camaro ZL1 (10th), also finished in the top 10 for Team Chevy.

A 12-car incident on lap 198 sent the race into overtime. Pole-sitter Alex Bowman, No. 88 Nationwide Camaro ZL1, was one of six Team Chevy drivers caught up in a 12-car incident on lap 198. Bowman, who led 13 laps to pace all Chevrolet drivers, finished 17th.

Several key Team Chevy drivers were involved in earlier mishaps. A nine-car wreck on lap 59 ended the day of seven-time series champion and two-time Daytona 500 winner Jimmie Johnson, No. 48 Lowe's for Pros Camaro ZL1, relegating him to a 38th place finish.

That incident also collected Kyle Larson, No. 42 Credit One

Bank Camaro ZL1, and William Byron, No. 24 AXALTA Camaro ZL1. Larson finished 19th, three laps down, and Byron ended up 23rd, four laps off the pace.

Just past the midway point, a multi-car wreck took out Chase Elliott, No. 9 NAPA Auto Parts Camaro ZL1, Farah said. The driver was running second at the time of the accident and had won the Can-Am Duel #2 on Feb. 15; Kasey Kahne, No. 95 Procore Camaro ZL1; and Danica Patrick, No. 7 GoDaddy Camaro ZL1, who was making her final start in NASCAR. Elliott, Kahne and Patrick finished 33rd, 34th and 35th, respectively.



Austin Dillon, who drove a Chevy Camaro ZL1, celebrates his Daytona 500 victory.

Changes in the Auto Industry Are Coming

CONTINUED FROM PAGE 1

highly profitable, and these profits are financing the development of electric vehicle (EV) and autonomous vehicle (AV) technologies.

The bad news, she said, is that should the sedan regain popularity, development of EV and AV technology could be pushed back because of lower profits per vehicle sale.

Bailo also said that demand for driving services has great potential because millennials drive less and those who live in dense urban areas can actually save money using such services instead of owning a car. And the "silver" generation — drivers over the age of 60 — still want to maintain independence even as they get older and may be unable to drive.

"Services that allow seniors to maintain their independence will be a winner in the marketplace," Bailo said. "These people don't want to get into cars with strangers sent by Uber, so there will be a demand for something new."

OEMs don't have core competencies in ride services, Bailo said. So they can develop them

in two ways. Build their own systems from scratch or buy companies that already exist. That leaves a lot of room for partnerships.

As for autonomous technology, she said OEMs will have to earn people's trust. If people don't trust the tech, they won't use it.

"Road infrastructure will have to be updated," she said. "Some companies have already created vehicle-to-vehicle communications, while other companies are looking at vehicle-to-infrastructure systems."

As this technology develops, she said, cities can transform. Fewer cars on the road because people use rider services mean less need for parking, more room downtown and fewer traffic jams.

"Automakers and suppliers are investing in technology and hoping to amortize those investments over millions of units at a global scale," Bailo said. "Investing in advanced technologies is not only costly but also brings considerable risk. In all things related to automotive technology, consumer acceptance is critical."

Staying ahead of the technological curve is vital for the U.S.

auto industry, Bailo said, because OEMs and suppliers operate in many markets around the world. All of this, she said, means that automakers and suppliers, nearly all of which are large multinational corporations, must keep up with the most aggressive regulatory environments if they wish to remain globally competitive.

"The automotive world is inching closer to an electrification tipping point, and the development and deployment of automation technologies are rapidly advancing," Bailo said.

"Automakers and suppliers will develop these technologies for, and in, those markets. Automotive R&D investment and advanced manufacturing will be located in or near those markets where these vehicles are sold and deployed."

"If the U.S. market is not a leader in adopting AVs, EVs and Mobility as a Service, there will be implications for U.S. engineering, skilled talent development institutions and the overall technological leadership of the U.S."

State's Gas Prices See Small Drop

DEARBORN, Mich. (AP) — AAA Michigan says gas prices statewide have fallen by about 11 cents per gallon.

The Dearborn-based auto club announced Feb. 20 that the average price for self-serve regular unleaded gasoline was about \$2.45 per gallon. Prices are about 19 cents more than last year.

Michigan's lowest average price was about \$2.34 per gallon in the Flint area. The highest was about \$2.67 per gallon in the Marquette area. The Detroit-area's average decreased about 8 cents to about \$2.49 per gallon.

AAA Michigan surveys daily fuel prices at 2,800 gas stations across the state.

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Jeff, left, and Scott Summers played for Team Hellcat.



From left, Matt, Jonathon and Mike Tonietto formed a Team Demon line.

LCA Hosts FCA's Annual 'Battle of the Brands' Event

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One of the employees who played in this year's Battle was Mike Tonietto, director of Manufacturing at FCA's Windsor Assembly Plant.

In addition to coming up with the idea for the tournament six years ago, he got to play on the Demon team with his sons, Matt and Jonathon, who also work for FCA in Canada.

Tonietto said when he got the idea for FCA hockey enthusiasts to play Red Wing alumni – during the time when the Red Wings played the Maple Leafs as part of the outdoor Winter Classic hockey game – he took it to FCA CEO Sergio Marchionne, and got approval.

The event morphed into what is now known as the Battle of the Brands.

"We kept going forward," Tonietto said. "And from the beginning, we used the event to raise money for the United Way. Since the first year, we've raised

\$400,000 and will raise \$50,000 this year."

Tonietto plays center and his sons play right and left wing, creating a line of just Toniettos.

"It's cool to see the new arena, and at the same time help the city of Detroit," said Matt Tonietto.

Scott Summers, area sales manager for the Great Lakes Business Center at FCA, and his brother Jeff, a senior manager and head of Ram Advertising at FCA, come from a long line of Chrysler employees. Their great-grandfather, Roy Summers, worked for a Chrysler supplier in St. Louis. The company was eventually bought by the Dodge brothers.

Their grandfather was a manager of quality control at the St. Louis Assembly Plant. Their father, Stephen Summers, started on the line at St. Louis and later was sent to Detroit, where he worked his way up to becoming manager of Warranty and Service Contracts for Mexico.

"Jeff and I grew up in Lake Orion," Summers said. "I play defense and so does he. We work as defensive partners."

"This year, I'm the captain of the Hellcat team. When I was named to that position, it caught me off guard, but it's quite an honor."

Summers said that in addition to being able to play a game he loves, the Battle of the Brands gives FCA employees the chance to meet and play with people they wouldn't otherwise ever interact with.

"This is a good way to get employees together," Summers said. "I'm talking about sales people, engineers, marketing, line workers. That normally doesn't happen. And to mix at a place where the Red Wings play, that's a real honor. And we raise money, through our fees, for a good cause."

Oehmke said the Battle of the Brands is set up to create an environment that matches how the pros play. The players all wear

team jerseys of a quality equal to that of the Red Wings.

And, before each game, the national anthems of Canada and the United States were performed by a singer who has sung the national anthem for Red Wings and Tigers games. This year, it was Christine Kavka, a Purchasing Program manager at FCA.

Summers said that while it's nice if your team wins, that's not the point of the Battle of the Brands. "It's to raise money for a good cause and to help build camaraderie among FCA employees," he said. "Being able to do that at an NHL venue is something that makes the experience that much greater."

"This is a great way to spend a Saturday afternoon," he said.

Continental Gets Partner From Silicon Valley

Auto supplier and technology company Continental, which has its North American headquarters in Auburn Hills, and Silicon Valley computer company NVIDIA have formed a partnership to create Artificial Intelligence (AI) self-driving vehicle systems based on the NVIDIA DRIVE platform. They've scheduled a planned market introduction in 2021 for Level 3 features.

The partnership enables the development of AI computer systems scaling from automated Level 2 features to full Level 5 self-driving capabilities, where the vehicle has no steering wheel or pedals.

Dedicated engineering teams from each company will work together to develop self-driving solutions based on the NVIDIA DRIVE platform, which includes NVIDIA DRIVE Xavier – the world's highest performance system-on-a-chip – as well as the NVIDIA DRIVE OS (operating system) and DRIVE AV (autonomous vehicle) software stacks, said Continental spokeswoman Kathryn Blackwell.

The solutions will utilize Continental's experience in system and software engineering for ASIL D rated safety – the highest rating level – and integrate a range of Continental sensors technologies including radar, camera and high-resolution 3D LiDAR, Blackwell said.

MSU and Texas A&M Working With ACM

CONTINUED FROM PAGE 1

"The impacts depend largely on the way that the technology will really be introduced and utilized, as well as the readiness and rate of introduction," said John Maddox, president and CEO of the American Center for Mobility. "No one yet knows if, how, or when jobs will be affected."

TTI is supporting the study based on its research in truck platooning, Shavers said.

"Connected and automated technologies have the potential to create a safer and less stressful occupation for platooning truck drivers while creating opportunities to be involved with cutting-edge technologies that will change the way freight logistics will be delivered in the future," said Christopher Poe, assistant director, Connected and Automated Transportation Strategy at the Texas A&M Transportation Institute.

Located on the 500-acre historic Willow Run site in Ypsilanti Township, ACM is a global center for testing and validation, product development, education and standards work for CAVs and other technologies, Shavers said.

The U.S. DOT-designated proving grounds provides a myriad of real-world environments with the ability to test under varied, yet controlled conditions. Its unmatched range of driving environments and infrastructure includes a 2.5-mile highway loop, a 700-foot curved tunnel, two double overpasses, intersections and roundabouts.

In December, the Center offi-

cially opened for business. Testing will occur during all four seasons, day and night, in sun, rain, ice and snow, Shavers said. These elements help to create the perfect environment for testing and developing voluntary national standards for mobility technologies before vehicles and other products are deployed on to public roads.

Since summer, ACM has been working with Intertek, its operations and maintenance partner, to make sure the necessary and unique AV protocols, procedures and operations were implemented to support safe testing.

In October, ACM signed a memorandum of understanding with 15 colleges and universities in Michigan to collaborate on creating educational pathways to train and prepare students to support automated vehicle testing and implementation.

To date, \$110 million has been secured to construct the first two phases, and additional private investment announcements are expected soon, Shavers said. The next phase of construction will begin this spring and will feature an urban driving environment, followed by ACM headquarters and a tech park.

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The Pacifica's hybrid powertrain has earned it accolades.

Pacifica Hybrid Minivan a Top Vehicle of Year 2018

A car is part of many Americans' households, so it makes sense that *Good Housekeeping* magazine has some opinions on today's vehicles.

To that end, the editors of *Good Housekeeping*, in partnership with *Car and Driver*, named the Chrysler Pacifica Hybrid a 2018 Best New Car award winner in the Hybrid category and the Alfa Romeo Giulia Quadrifoglio – as a 2018 Best New Car award winner in the luxury compact category, said FCA spokesman Berj Alexanian.

"As America's first-ever and only hybrid minivan, it is by definition a one-of-a-kind, no-compromise family vehicle," said Laurie Jennings, deputy editor & director of the Good Housekeeping Institute.

"Offering all the qualities of the well-received gas model, the Chrysler Pacifica Hybrid displays substantial real-world electric range for most drivers' daily commutes, great fuel economy when operating as a hybrid and plenty of room for families."

The other judges were Rachel Rotham, who acted as chief technologist and head engineer; Annie White, who is assistant "Buyer's Guide" editor at *Car and Driver*; Gordon Grajek, a consulting test engineer; and Selina Tedesco, a product tester.

The judges also said that the Pacifica Hybrid “has everything you love about a minivan, like great storage and interior space, and it’s fun to drive. The combo of gas and electric (charge at home or at a station) means you get way more miles for your buck. It sets its own maximum efficiency, so you can cruise without having to switch modes.”

They noted that the vehicle has many USB ports, a feature-packed infotainment system and even a slot that holds a purse by the driver's seat.

The Good Housekeeping Institute (GHI) worked with *Car and Driver* to screen more than 100 new vehicles, narrowing it down to the top 25 for further scrutiny. After driving the year's new vehicles on more than 3,000 miles of test tracks and open roads, engineers from the GHI Labs and consumer testers rated cars on safety, value, handling, design, comfort and technology.

Judges wrote of the Giulia that it "was seriously fun to drive. Its quick and responsive brakes and simple handling made for a smooth ride."

They also liked some of the car's more practical aspects.

"There's a surprising amount of trunk space and front seat legroom," judges wrote. "We were thrilled to find that the seats were comfy and supportive and offered controls for extras like thigh adjustment."

Judges noted the infotainment system doesn't have a touch-screen. Using it requires a dial, which can take time adjusting to.

Museum Seeking Relatives of First Model T Makers

DETROIT (AP) — A museum dedicated to the birthplace of the Model T is seeking descendants of people who worked in the first building operated by Ford Motor Co.

The Ford Piquette Avenue Plant was in Detroit. Piquette Heritage Day will be held on April 8. Organizers say a score of descendants has been found, but they're seeking more as they honor the families' contribution to the U.S. auto history.

Children, grandchildren and great-grandchildren of anyone who worked in the building can participate. The plant opened in 1904. It continued as a Studebaker factory after Ford moved to Highland Park in 1910.

The cost for the event is \$29 for museum members and \$34 for nonmembers. The building displays roughly 60 early Ford and Detroit-made automobiles.

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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. 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.

Dodge Sponsors NHRA Mello Yello Drag Racing

Dodge has signed on as title sponsor of the NHRA Mello Yello Drag Racing Series national event at Bandimere Speedway in Denver.

The 2018 Dodge Mile-High NHRA Nationals Powered by Mopar marks the 30th year that FCA US LLC brands are race sponsors, one of the longest partnerships in all of motorsports. Mopar stands with Dodge as presenting sponsor for the challenging high-altitude event, staged in the Rocky Mountains, continuing its decades-long association with Bandimere Speedway and NHRA racing.

"Performance and competition fuel Dodge owners and the Dodge/SRT team every day," said Steve Beahm, head of Passenger Cars, Dodge/SRT, Chrysler and FIAT, FCA - North America. "The sounds, smells and thrills of drag racing bring this attitude to life for the thousands of Dodge and Mopar fans who make the Mile-High NHRA Nationals a 'must-see' event."

The 39th annual Dodge Mile-High NHRA Nationals Powered by Mopar runs July 20-22, 2018. The event kicks off the historic three-race "Western Swing" of the 2018 NHRA Mello Yello Drag Racing season that includes stops in California and Washington.

One of the longest-running NHRA national events, the Dodge Mile-High NHRA Nationals Powered by Mopar is a highly anticipated and fan favorite in the series.

"We are excited to welcome Dodge on board as the title sponsor for the Mile-High Nationals," said Brad Gerber, NHRA vice president and chief development officer.

"Fans travel from all over the country to experience NHRA drag racing in Denver. It's fitting that they make this race a part of the powerful Dodge brand."

Alfa Romeo Has New Race Car For Formula 1

The Alfa Romeo Sauber F1 Team has launched its new race car challenger, the C37, ahead of the 2018 Formula 1 championship.

The C37 looks different than last year's C36 - on one hand, this is due to the new technical regulations and, on the other hand, because of the team's new technical approach, said Alfa Romeo spokeswoman Maria Conti.

As the 2018 season is about to kick off, Frédéric Vasseur, team principal, said, "I am very much looking forward to the 2018 season, and to seeing Marcus (Ericsson) and Charles (Leclerc) on track. We have put lots of effort and hard work into the C37 over the last few months, and it is fantastic to be launching the new car today."

"I am convinced that Marcus and Charles form the perfect driver lineup, with one being an experienced driver and one a promising rookie. Marcus is going into his fourth season with us. He is a valuable part of the team, and we benefit from his experience and precise technical feedback. As for Charles, he has proven his talent in prior categories and deserves to be on the Formula 1 grid this season."

Alfa Romeo's comeback restores to F1 one of the names that has gone down in the history of motorsports' premium championships and marks the return to the circuits of the "Quadrifoglio," the legendary badge that has appeared on Alfa Romeo's top performance cars.

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Eaton Has Way to Reduce Diesel Emissions

by Jim Stickford

Diesel powered engines have been around a while and aren't going away. Which makes it important to create a cleaner engine, given the growing regulatory requirements being enacted.

Stefan Walter, Product Strategy manager for the auto supplier Eaton, said diesel engines are more efficient, but they produce more Nitrogen Oxide (NOx).

As a way to reduce that pollution, Walter said OEMs and suppliers have developed systems over the years to reduce the emission of NOx.

Diesel exhaust leaves the engine following combustion with pollutants Nitrogen Oxides (NOx) and Particulate Matter (PM), which includes soot particles primarily made up of carbon, ash, metallic abrasion particles, sulfates and silicates. The particulate matter is trapped in a Diesel Particulate Filter (DPF) and Diesel Exhaust Fluid is sprayed into the exhaust, where it hydrolyzes into an ammonia gas (NH3), said Walter.

From there, he said, the Ammonia and Nitrogen Oxides travel to a selective catalytic reduction (SCR) system where a reaction turns them into harmless nitrogen and water. In order for the reaction to occur, however, temperatures of 250-500 degrees Celsius are needed.

But oil has different viscosity at different temperatures, Walter said. That means, for example, that when it's cold, it takes time for oil to reach the proper viscosity to produce the pressure to make the rocker work.

With newer, tougher pollution standards being produced across the globe, OEMs that have diesel-powered vehicles have to find better ways to reduce NOx emission.



Stefan Walter

That's where Eaton's Internal Exhaust Gas Recirculation (iEGR) technology comes in, Walter said. It enables automakers to meet stringent regulations on diesel engine emissions by providing direct control over the thermal management of the exhaust system.

The iEGR technology also provides superior cold start characteristics over hydraulic solutions, whatever the engine condition.

iEGR is used to generate hotter exhaust gas, he said, and therefore heat the catalyst to the proper operating temperature by slightly opening one exhaust valve during the piston's intake stroke to draw hot exhaust gas directly from the exhaust manifold into the cylinder.

Unlike competitive systems, Eaton's iEGR technology uses a switchable roller rocker arm on each cylinder that can be electromechanically actuated, Walter said. Systems that rely on hydraulic pressure to provide EGR functionality take longer to generate heat, whereas Eaton's system provides the needed heat nearly instantaneously, helping to eliminate harmful

emissions during cold engine starts, said Walter.

Some competitor systems can generate instant heat, including those that use electric heaters, more complex after-treatment systems, or bigger NOx traps. However, those solutions add weight, complexity and cost.

Conversely, valvetrain solutions such as Eaton's iEGR system require little space and utilize existing engine heat to increase temperature output.

Eaton's latest generation of Switchable Roller Rocker Arm (SRFF) also features significant improvements regarding friction, Walter said. Instead of using a high friction sliding pad on either the main or secondary valve-lift event, Eaton uses lower friction rollers to improve the overall engine efficiency.

"This system is production-ready," Walter said. "We have a global OEM from Europe lined up and it will be in vehicles in 2020. It takes time to build the infrastructure needed to actually produce the system."

Walter admitted that given recent scandals concerning diesel engines and the emissions they produce, selling the technology to the public can be difficult.

"But we aren't selling diesel engines," Walter said. "We are selling diesel solutions to our customers."

"Market research has shown that diesel is here to stay, so it is up to us to support our customers and have the ability to make cleaner diesel tech. This is not bad for us because we can help our customers overcome this serious challenge."

Walter said the beauty of this technology is that it's flexible and can be applied across other powertrains, and used as a way to help reduce emissions produced by gasoline engines.

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CONTINUED FROM PAGE 1

Rear crash prevention encompasses several technologies. Parking sensors issue warning beeps and/or seat vibrations when the equipped vehicle gets too close to another vehicle or object directly behind it, or, in some cases, in front of it.

"Let's face it. Some days we all could use help backing up, whether that's in a garage with pillars that obscure your view, in a crowded mall parking lot or on a busy downtown street," said Zuby. "The systems we rate in our first batch of tests will help reduce the chances of a backing fender-bender."

Under the three-tier rating scheme, models with optional or standard rear crash prevention systems are rated superior, advanced or basic, Zuby said. Ratings are determined by whether the vehicles have available rear autobrake and, if so, how it performs in a series of car-to-car and car-to-pole tests with different approach angles.

The availability of parking sensors and rear cross-traffic alert also is factored in.

The XT5 earned its superior rating when equipped with optional rear autobrake, parking sensors and rear cross-traffic alert. The Cherokee earned an advanced rating with the same optional equipment.

Research from IIHS and the Highway Loss Data Institute (HLDI) indicates that these technologies prevent crashes. The combination of a rearview camera, rear parking sensors and rear autobrake is reducing backing crashes reported to police by 78 percent, a new IIHS study of General Motors' vehicles found. Rear autobrake systems from GM reduce the frequency of claims reported to insurers, HLDI reported in August 2017.

In the new ratings program, rear autobrake carries the most weight because research shows it provides the biggest crash reductions. Parking sensors and rear cross-traffic alert get partial credit. HLDI has found benefits for parking sensors in reducing crashes reported to insurers, while new research from IIHS shows that rear cross-traffic alert is reducing police-reported crashes.

For a superior rating, a vehicle must have a rear autobrake system that can avoid a crash or substantially reduce speeds in many of the test scenarios, which involve multiple runs at about 4 mph. Systems are assigned points based on the number of runs that either avoid or barely hit the target, reducing speeds to less than 1 mph.

For an advanced rating, a vehicle must have rear autobrake and avoid a crash or reduce speeds in some of the scenarios.

Vehicles that only have parking sensors and/or rear cross-traffic alert earn a basic rating.

by TOM KRISHER
AP Auto Writer

DETROIT (AP) — The latest variation of an Uber ride will require a short walk.

In eight U.S. cities, the ride-hailing company is rolling out a service called "Express Pool," which links riders in the same area who want to travel to similar destinations.

Once linked, riders would need to walk a couple of blocks to be picked up at a common location. They also would be dropped off at a site that would be a short walk from their final destinations.

Depending on time of day and metro area, Express Pool could cost up to 75 percent less than a regular Uber ride and up to half the cost of Uber's current shared-ride service called Pool, said Ethan Stock, the company's product director for shared rides.

Pool, which will remain in use, doesn't require any walking. Instead, it takes an often circuitous route to pick up riders at their location and drops them at their destination.

But that can take longer than Express, which travels a more direct route.

Uber has been testing the service since November in San Francisco and Boston and has found enough ridership to support running it 24 hours per day. Within the next two days, the around-the-clock service will start running in Los Angeles; Philadelphia; Washington, D.C.; Miami; San Diego and Denver. More cities will follow. Uber said.

The new service could spell competition for mass transit, but just how much depends on how well it works and how good the mass transit is, said Mark Hallenbeck, director of the Washington

State Transportation Center at the University of Washington.

If buses or subways are overcrowded and Uber can provide service for a similar price, that will help with mobility.

"If, however, you are cannibalizing transit that's not over-subscribed, then that becomes a bad thing," Hallenbeck said.

Also, if the ride-sharing service pulls people off mass transit and creates more automobile traffic, that will add to congestion, he said.

The service could complement Uber X, the company's door-to-door taxi service – or draw passengers away from it.

Stock said the system should work well with public transit, providing first-mile and last-mile service for transit riders and by providing service to low passenger volume areas where it's not cost-effective for public transit to serve.

He also says it will reduce congestion by cutting the number of personal vehicle trips.

Express already has ride-sharing competitors such as Via, which operates in New York, Chicago and Washington, D.C.

Express Pool will have normalized cars, at least initially, and optimally will carry a maximum of three passengers so riders aren't crammed into the vehicles. It could be expanded to six-passenger vehicles, Stock said.

It will take one to two minutes for Uber's computers to match a rider to a driver and other riders and select a pickup point, Stock said.

The lower cost of the service should help Uber grow, Stock said. "More riders can afford to take more trips for more reasons," he said. Already, Uber Pool accounts for 20 percent of Uber trips in the cities where it's available.

MotorCities National Heritage Awards \$70,000 in Grants

The MotorCities National Heritage Area, a nonprofit organization dedicated to the historic preservation of the automotive industry, has launched its 2018 Challenge Grant cycle by awarding more than \$70,000 to groups telling the story of "How we put the world on wheels."

Grant recipients for 2018 include a diverse assortment of projects from physical restoration of historically significant buildings or automobiles to educational programs that chronicle important stories from the region's automotive and labor history, said MotorCities spokesman Bob Sadler.

"MotorCities, now in its 20th year, is proud to continue to support such a varied selection of projects which support our rich automotive and labor heritage and its influence on our communities," said Shawn Pomaville-Size, MotorCities executive director.

Ten projects were awarded grant funding this past grant cycle, he said, including the Detroit Blues Society: Supporting the creation of an educational curriculum and companion book to the recent documentary on the life of Detroit blues luminary Uncle Jessie White – \$2,350.

The Detroit Historical Society got for supporting restoration of a 1934 Chrysler Airflow CU four-door sedan from their collection – \$1,176.

The Engineering Society of Detroit (Southfield) got money for supporting production of a special episode of ESD's popular television show, "SciEngiMathEPloration," on trends in the transportation industry and STEM and skilled trade careers – \$1,718.

The Ford Piquette Avenue Plant received funding for continued support of the building's roof restoration – \$25,000.

The Friends of the Highland Recreation Area (Highland) got cash to support for the rebuild of the existing center core doors of the Haven Hill Edsel Ford Barn, built by Edsel and Eleanor Ford in the 1920s – \$560.

The Friends of Rouge Park (Detroit) received funding for support to build four signs in Rouge Park explaining the automotive heritage of the property near the former estate of the early 20th Century Ford Motor Company executive Charles Sorenson – \$6,020

The Michigan Institute of Contemporary Art (Lansing) received funds to support efforts to expand screenings of the 2014 documentary, "Second Shift: From Crisis to Collaboration," to a national audience – \$4,000.

Partnership for the Arts & Humanities (Canton) got funds for continued support of efforts to restore the Cherry Hill Veteran's Dormitory, built by Henry Ford in the 1940s to house disabled World War II veterans – \$5,350.

Preservation Detroit. It funding supports the creation of digital archive to preserve Corktown's labor heritage – \$3,084.

R.E. Olds Transportation Museum (Lansing). Its cash is support of repairs to a portion of the Museum's roof that have not been touched for more than 25 years – \$11,740.

Headquartered in Detroit, MotorCities National Heritage Area Partnership is a nonprofit corporation affiliated with the National Park Service. Its mission is to preserve and promote the region's rich automotive history.

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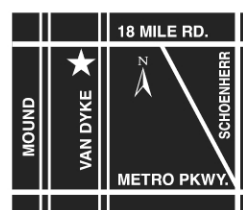


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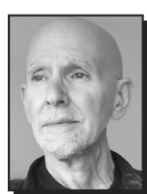


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Ford’s Canvas Upgrading Services Offered

Canvas, the Ford Motor Credit Company subsidiary offering a simple, flexible alternative to car ownership, has seen significant milestones less than one year since launch.

The company’s subscription model, designed to be convenient and hassle-free giving people access to their own vehicle without the commitment of financing or leasing, has 600 current customers, said Ford spokeswoman Margaret Mellott.

Serving the San Francisco Bay and west Los Angeles areas, Canvas has added features to help customers better personalize their experience, from adding multiple drivers to allowing flexible mileage packages, Mellott said. Canvas customers so far have driven more than 3 million miles – equivalent to 120 trips around the equator.

“Building on our success in 2017, we plan to further expand our platform and offerings in 2018 to meet even more customer needs,” said Canvas founder and CEO Ned Ryan. “Month-to-month subscriptions are just the first step. As our product evolves over the coming year and beyond, we’ll be focused on adding more customization to the platform, implementing solutions to improve the scalability of the business and offering bigger savings for customers who want longer terms.”

With Canvas, Ryan said customers have a vehicle 24/7 as if it were their own. They pay a bundled monthly subscription fee that covers a preferred mileage package, comprehensive insurance, warranty, maintenance and roadside assistance.



Canvas has added features to help customers personalize experiences.

Packages start at \$400 a month depending on the vehicle and other options. Canvas allows customers to select a vehicle, mileage package, delivery location and other details easily and conveniently through its website. When a customer is ready to return the vehicle, they simply give seven days’ notice and Canvas will pick up the vehicle at a convenient location.

“As car ownership evolves, we see Canvas as part of our suite of products that address changing customer needs in mobility,” said Ford Credit Executive Vice President of Marketing David McClelland. “Canvas is building subscription products that are relevant to consumers today, and it’s building technology for the future, including billing and fleet management, with a nimble approach to product development.”

Canvas has worked closely with its first customers to under-

stand how they’re using their vehicles to refine the experience to better meet their needs, Mellott said. Momentum to date includes vehicle selection: Canvas vehicles include a wide range of Ford Motor Company models, from compact cars to SUVs and trucks. Canvas launched with two models.

Also included is geographic expansion. After launching in the San Francisco Bay Area in May, Canvas expanded to West Los Angeles in November 2017.

More personalized packages are a part of the service, Mellott said. Canvas has created more options to allow customers to better customize the service. These include the ability to add multiple drivers to an account – which half of Canvas customers have done – and mileage packages that allow customers to flex mileage up or down as often as they need, even mid-month.

Ford Making Changes to Its Leadership

CONTINUED FROM PAGE 1

Farley and is responsible for leading the continued evolution of Lincoln as a world-class luxury brand. She oversees all Lincoln operations globally, including product development; marketing, sales and service; and all team members supporting the brand.

She also will lead the company’s Marketing function and efforts to connect more closely with customers by identifying new opportunities to serve them. Falotico will remain chairman of the Ford Motor Credit Company board of directors.

Since October 2016, Falotico has been group vice president and chairman and CEO of Ford Motor Credit Company.

In 29 years at Ford Credit, she has served in a number of executive positions around the world, including leading Marketing and Sales, working side-by-side with Ford to support sales and dealer success, and strengthening consumer and dealer service.

“Joy has been a driving force behind not only Ford Credit’s consistently strong financial performance but also its business model innovation and transition to a digital customer platform,” Farley said.

“She brings marketing experience and a deep customer focus as Ford enters a very busy new product launch period to drive growth in revenue and profitability.”

Succeeding Falotico is David McClelland, who is named vice president of Ford Motor Company and CEO, Ford Credit. A 25-year veteran of Ford Credit, McClelland, 48, has served in a variety of leadership positions, including most recently as executive vice president, Marketing and Asia Pacific.

McClelland has been instrumental in Ford Credit’s growth in China, as well as Ford Credit’s move into new fintech and mobility initiatives, such as the Canvas

vehicle subscription service and online financing. His appointment is effective March 1 and he will report to Bob Shanks, executive vice president and chief financial officer.

John Lawler is appointed vice president, Strategy, succeeding Rowley. Lawler, 51, who joined Ford in 1990, brings a deep background in finance and general management into the strategy role, including his current position as Ford’s corporate controller. Lawler also previously served as chairman and CEO,

Ford China. He will report to Shanks in the new role effective March 1.

Lawler will support Hackett in advancing the global initiatives under way to dramatically improve Ford’s operational fitness, Carroll said. He also will help lead the company’s execution of strategic choices that define where Ford allocates capital in the future to win and grow.

Cathy O’Callaghan is named vice president and corporate controller, and CFO, Global Markets, succeeding Lawler.

2018 Fiat 500 Now Can Come With Some Turbo Power

FCA is now offering a small car with big power.

The Fiat 500 lineup goes all-turbo for 2018, with the 1.4-liter MultiAir Turbo engine and a sportier appearance now standard on all models, said FCA spokesman Bryan Zvibleman.

“With an all-turbo lineup, the iconic Fiat 500 now offers an even more dynamic driving experience and more standard horsepower than any of its competitors,” said Steve Beahm, head of Passenger Car Brands – Dodge, SRT, Chrysler and Fiat, FCA – North America.

“In fact, the entire FIAT brand lineup now comes standard with turbocharged power, adding to our roster of fun-to-drive, Italian-designed vehicles.”

The 2018 Fiat 500 lineup is available in three models, Beahm said – Pop, Lounge and the high-performance Abarth. Pop and Lounge models now come standard with the 1.4-liter MultiAir Turbo engine, which features a single turbocharger, twin intercoolers and a sport-tuned exhaust, and delivers 135 horsepower and 150 lb.-ft. of torque – 34 more standard horsepower than last year’s model.

The MultiAir Turbo engine is paired with a five-speed manual transmission as standard and is also available with a six-speed

automatic transmission, Zvibleman said.

Pop and Lounge models of the 2018 Fiat 500 are also updated with standard 16-inch aluminum wheels, performance braking system, sport suspension and ParkView rear backup camera, Zvibleman said.

Exterior updates include new body-color front and rear fascias, side-sill ground effects, a sport spoiler, fog lamps and “Turbo” badging on the liftgate, Beahm said.

On the Fiat 500 Abarth models, the track-tested 1.4-liter MultiAir Turbo engine delivers up to 160 horsepower and 183 lb.-ft. of torque, while Abarth-tuned hardware offers a world-class ride and track-ready durability, Zvibleman said.

Other unique Abarth features include a performance suspension; three-mode electronic stability control with an innovative torque transfer control (TTC) system that maximizes throttle performance during on-throttle cornering.

The new model also comes with 16-inch Hyper Black aluminum wheels and Pirelli tires with red brake calipers.

An Abarth-designed concentric “double-tip” dual-exhaust system is designed to deliver “a high-performance look with menacing

Gov. Snyder Tours State To Promote Manufacturing

The National Association of Manufacturers (NAM) joined Gov. Rick Snyder on Feb. 12 to kick off the fourth annual State of Manufacturing Tour in Michigan.

The events in Michigan marked the first of eight state visits over a 10-day period, where the NAM highlighted manufacturing’s optimistic future, the rewarding opportunities the industry offers and the urgent need to build a modern manufacturing workforce across the country, said NAM spokeswoman Gretchen Stallings.

“Manufacturing is on the precipice of a major transformation, and we want to inspire America’s youth and the next generation of manufacturers,” said NAM President and CEO Jay Timmons.

“Our shop floors are becoming more innovative and modern than ever before, job opportunities are more diverse and fruitful, and the future of the industry is bright. 2017 was a great year for manufacturing, and I know 2018 will be even better.”

“The NAM is proud to be with Governor Snyder today to emphasize how Michigan is paving the way for modern manufacturing and the vast opportunities it provides. Governor Snyder shares the NAM’s commitment to a talented workforce and well-paying jobs, which was clear during each of today’s events.”

Timmons noted that Oakland County alone has added 19,000 manufacturing jobs since the Great Recession.

Timmons delivered the 2018 State of Manufacturing Tour keynote address at Automation Alley in Troy, where he discussed the 3.5 million new manufacturing jobs that will open over the next eight years, including coders, technicians, craftspeople, designers, marketers and much more – and how the industry plans to fill them.

Timmons also highlighted how pro-growth policies in Washington, D.C., like tax reform and regulatory relief, have reinvigorated the economy.

Following the Automation Alley event, Governor Snyder joined Timmons at Oakland Schools (an intermediate school district) Technical Campus

Northeast. Timmons and Gov. Snyder engaged with students and in a dialog about the future of manufacturing and opportunities for students.

Additionally, Governor Snyder signed a proclamation naming Feb. 12 “Creators Wanted Day.”

“Manufacturing is resurging across the nation, and Michigan is proudly leading the way,” said Snyder. “As we engineer and produce new innovations for the convergence between manufacturing and information technology, I am committed to ensuring our workforce is ready.

“We are investing in talent every day so our students have the opportunity to pursue the many different creative careers offered in the professional trades. There is no better place than Michigan to highlight the state of modern manufacturing.”

Timmons continued his conversations with staff at Wyandotte BASF later in the day. He was joined by Congresswoman Debbie Dingell (D-MI) for a facility tour and a roundtable discussion with employees.

“Manufacturing is in Michigan’s DNA, and Automation Alley is proud to be at the forefront of a modern, more efficient and high-tech industry,” said Automation Alley Executive Director and CEO Tom Kelly.

“We are focused on connecting manufacturing, academia and government to fuel the economy and spark innovation. Having the NAM visit Automation Alley to highlight our organization and where the industry is heading is an honor. We look forward to partnering in the future to ensure a robust and strong manufacturing sector for decades to come.”

For the past four years, the annual NAM State of Manufacturing Tour has focused the nation’s attention on the industry that is the backbone of the American economy, highlighting the more than 12 million men and women who are building our future, Stallings said.

The tour has traveled the country, bringing policy discussions and conversations about the future of work to shop floors, schools, economic clubs, television studios, the White House and more.

Abarth-tuned sound,” Zvibleman said.

Should the driver choose to switch to Sport mode in a Fiat 500 Abarth, the turbo-boost gauge, mounted left of the instrument cluster, illuminates “Sport” and an up-shift light integrated in the cluster alerts the driver when engine speed is approaching the redline, giving the immediate feedback needed on the track or during high-performance driving, Zvibleman said.

Customers who purchase or lease a Fiat 500 Abarth also receive – for no additional charge – a one-day high-performance driv-

ing session at the legendary Bob Bondurant School of High Performance Driving, Beahm said.

The 500 lineup also features three new colors for 2018 (late availability) – Brillante Red, Mezzanotte Blue Pearl and Vesuvio Black Pearl – for a total of 11 exterior paint color choices, Zvibleman said.

Any 2018 Fiat 500 model is also available as a Cabrio, delivering open-air freedom across the 500 lineup. 2018 Fiat 500 vehicles are available to order this month, with cars arriving at Fiat studios in the second quarter of this year, Zvibleman said.



Fiat 500 Turbo Power



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PER MONTH
24 MONTHS
10,000 MILES PER YEAR
\$995 DOWN
MSRP: \$27,955
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EXTD CAB 4X4

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PER MONTH
24 MONTHS
10,000 MILES PER YEAR
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MSRP: \$30,340
STOCK#PLR110104



2018 SILVERADO 1500
WT DBL CAB 4X4

Lease For **\$89***

PER MONTH
24 MONTHS
10,000 MILES PER YEAR
\$995 DOWN
MSRP: \$37,810
STOCK#PJR208451



2018 TRAVERSE LS FWD

Lease For **\$129***

PER MONTH
24 MONTHS
10,000 MILES PER YEAR
\$995 DOWN
MSRP: \$33,115
STOCK#PLR164855



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 a CTP unit. Requires 700+ FICO 09 to qualify. Other restrictions may apply. 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. Programs end 2/28/18.