

# Barra Says GM Will Help Shape Zero-Emissions Future

GM has “the ambition, the talent and the technology to create a world with zero crashes, zero emissions and zero congestion.”

That was the message given by GM CEO Mary Barra at the annual

CERAWeek energy conference in Houston on March 7.

Barra said the public is in the midst of a transportation revolution caused by new technologies and the evolving demands of

the auto industry’s customers.

“We want the freedom to visit with friends and family, and explore new places – without traffic jams,” Barra said. “Connected and shared vehicles can help end

the congestion that wastes our time and money.”

She said the company is encouraged by the momentum created by the introduction of the Chevy Bolt EV to the market-

place. To that end, Barra said GM will increase production of the vehicle at its Orion Assembly Plant later this year.

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## Detroit Auto Scene®

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### FCA Aiming to Help Girls See Value of STEM Careers

by Jim Stickford

When planning a career, it never hurts to have help. Which is why FCA is holding special events in conjunction with the Michigan Council of Women in Technology (MCWT).

One just event was held at FCA’s headquarters on March 9, and was put together by Paulette Ozga, a senior manager for Information Communication Technology – Risk Management and Compliance for FCA.

“At FCA we partner with MCWT,” Ozga said. “We are one of the many corporate sponsors who work to improve the status of girls in technology fields. One way is to host GET IT groups. That stands for Girls Exploring Together Information Technology. It’s a program for girl middle and high school students that

meets after school to encourage girls to go into IT. Part of what makes it work is that it applies STEM to real world uses.”

Ozga said that just about everybody she knows has asked, at one point in their student days, “why am I learning this?” Part of GET IT is to show students just what applications STEM fields of study have in the real world.

Which is why students who attend FCA GET IT events are able to get help in understanding the importance of STEM and how they, as females, can have a career in an area where the demand for employees is strong and the pay is good.

“Our objective is to reinforce why it’s important to continue their studies in STEM fields,”

CONTINUED ON PAGE 2



Carver Academy students get chance to discover new technology and learn firsthand about STEM careers.

### Detroit OEMs Unveil New Work Trucks at NTEA

#### Silverado’s New 4,5,6 Class Trucks Are Ready to Work

Chevrolet revealed its first-ever Silverado Class 4, 5 and 6 chassis cab trucks last week at NTEA The Work Truck Show in Indianapolis.

The vehicles are three “supremely capable conventional cab models,” said GM spokeswoman Rita Kass-Shamoun.

“Chevy’s designers and engineers were obsessed with making this Silverado the most customer-focused medium duty truck of any major competitor,” said Ed Peper, U.S. vice president, GM Fleet. “By customer-focused, I mean work-ready trucks that are easy to upfit, easy to drive, easy to service and easy to own.”

The input of fleet managers, truck drivers, upfitters, technicians and Chevrolet dealers drove the development of the new Silverados, Peper said.

“It’s not just numbers on a spec sheet that make us different

and better,” said John Schwegman, director of Commercial Product and Medium Duty at GM Fleet. “These new Silverados are designed to solve the most common upfit and ownership challenges fleets have with many of today’s medium duty trucks.”

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2019 Silverado 6500HD

#### FCA Shows Off Its Latest Work Ram 1500

Americans work hard and the folks at Ram would like them to work hard in Ram vehicles.

To that end, Ram revealed the new 2019 Ram 1500 Tradesman model at last week’s National Truck Equipment Association’s (NTEA) “The Work Truck Show” in Indianapolis.

Aimed at one of the largest traditional pickup customer categories – vocational use – the new Ram 1500 Tradesman is a hard-

working truck designed for small businesses, construction jobsites and commercial fleets, said Mike Manley, Head of Ram Brand – FCA.

“Ram launched the original Tradesman model in 2011, and our work truck customers have enjoyed Ram’s benchmark durability ever since,” he said.

“Ram has the highest owner loyalty of any half-ton truck and the Ram 1500 Tradesman model

will continue to deliver confidence for hard-working people who rely on it every day.”

The 2019 Ram 1500 Tradesman is available in two cab styles and two bed lengths: Quad Cab with 6 ft., 4 in. bed, Crew Cab short bed (5 ft., 7 in.) or Crew Cab with optional 6 ft., 4 in. bed.

Powertrain offerings include standard 3.6-liter Pentastar V6

CONTINUED ON PAGE 4



2019 Transit Connect Van

#### Ford Upgrades Transit Van

Ford, America’s commercial vehicle leader, said Ford spokeswoman Dawn McKenzie, wants to stay America’s commercial leader, which is why the company introduced the new 2019 Transit Connect Cargo Van at the NTEA Work Truck Show in Indianapolis last week.

The NTEA, also known as the Association for the Work Truck Industry represents more than 1,950 companies that manu-

facture, distribute, install, sell and repair commercial trucks, truck bodies, truck equipment, trailers and accessories.

New and exclusive driver-assist technologies, two new drivetrains – including the only available diesel in the segment – and unsurpassed capabilities mean no other competitor can touch Transit Connect when it comes

CONTINUED ON PAGE 10

#### Cadillac Brand Enjoys Bright Lights of Oscars

For the fifth consecutive year, Cadillac returned as official automotive partner and vehicle provider of the Academy of Motion Pictures Arts and Sciences for the 90th Oscars.

The brand ran three television spots on Oscars night that focused on performance, technology and the future of Cadillac vehicles, said Cadillac spokesman CJ Smith.

The spots included the first glimpse of the highly anticipated, new Cadillac XT4 SUV, which will be revealed in New York later this month.

“Cadillac is proud to be a part of the Academy Awards, one of the most iconic platforms that reaches audiences across the globe,” said Cadillac Director of Marketing Renée Rauchut.

“Having been featured in more than 10,000 films and television shows, Cadillac has always played a significant role in the arts.

The Oscars is a natural fit for the brand and the perfect stage to reveal our exhilarating new creative, including a preview of the first-ever Cadillac XT4 and a look at our industry-leading Super Cruise technology. We’re excited to show the world what the future holds for Cadillac.”

Cadillac kicked off the evening with a 60-second anthemic brand spot, “Future Is Here,” showing Cadillac’s “endless pursuit of innovation and its ever-growing portfolio.”

An evolution of Cadillac’s “Dare Greatly” platform first revealed during the Oscars in

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## Telsa Again Tries Selling Cars in Connecticut

HARTFORD, Conn. (AP) – Electric car-maker Tesla Motors is making another pitch to sell its vehicles directly to Connecticut consumers.

The state's General Assembly Transportation Committee held a public hearing last week on the latest bill to allow the Department of Motor Vehicles commissioner to issue new or used car dealers' licenses to electric vehicle manufacturers without a franchise agreement in the state.

Tesla has been lobbying for several years to open retail outlets in Connecticut, but lawmakers have failed to pass the necessary legislation. State law currently prevents a vehicle manufacturer from also being a retailer. Representatives of Tesla and local advocacy groups are expected to testify in favor of the legislation.

In past years, the Connecticut Automotive Retail Association has opposed Tesla's efforts, saying the company should participate in the franchise system.

## GM's ERGs Looking to Accelerate Gender Parity

March 8 was International Women's Day, and was celebrated by GM's Women Employee Resource Groups (ERGs).

According to the International Women's Day Web site, "March 8 is a global day celebrating the social, economic, cultural and political achievements of women."

"The day also marks a call to action for accelerating gender parity. International Women's Day (IWD) has occurred for well over a century, with the first March 8 IWD gathering supported by over a million people in Austria, Denmark, Germany and Switzerland. Prior to this, the Socialist Party of America, United Kingdom's Suffragists and Suffragettes, and further groups campaigned for women equality.

"Today, IWD belongs to all groups collectively everywhere. IWD is not country, group or organization specific. Make IWD your day – every day."

GM spokeswoman Teresa Henderson said the company has a Women's ERG, headed by Alicia Boler-Davis, executive vice president, General Motors Global Manufacturing. And under the main women's ERG are ERGs for different departments within GM.

The latest women's ERG is Global Product Development, which officially kicked off on March 8, said Michelle Gardner, executive director, Engineering Operations – Global Vehicle Engineering at the GM Tech Center in Warren.

"We actually sent out the welcome on the GM internal Web site on March 7," Gardner said. "On March 8, we posted all the position openings within the Women's Global Vehicle Development ERG."

This year's International Women's Day theme is "Press for Progress," Gardner said. "The point is to promote the idea of

driving toward progress for women in the workforce. As a sign of support, women at GM and around the world were encouraged to wear the color purple because it is the color of the future. Last year, the color of the day was red.

"GM Women's mission is to attract, engage, retain and develop great women to drive GM's business results and create a culture to win," Gardner said.

"We are asking our members to hold each other accountable."

The ERG provides a forum for her colleagues to talk about their

careers and how they help each other.

Gardner said her ERG's goal is threefold. First, they want to help women gain the skills they need to get to the next level of their career.

Second, they want them to better understand how they, as women, can better understand their customers and give their customers what they want, as well as gain the skills they need to be a spokesperson for their work and for their company.

Finally, they want to be able to contribute to the culture and the community, Gardner said.



Alicia Boler-Davis

## FCA Helps Girls Understand STEM Value

CONTINUED FROM PAGE 1

Ozga said. "This a fabulous chance for these girls because it is a great opportunity for them to get hands-on experience."

The students attending the March 9 event came from five schools, Ozga said. Three in Detroit and two in Westland. The participating schools are Carver STEM Academy in Detroit, Emerson Elementary and Middle School of Detroit, Ludington Magnet and Honors School of Detroit, Franklin Middle School of Westland, and Stevenson Middle School of Westland.

Ozga is a graduate of Wayne State University and got her start as a computer programmer. When she was studying programming she said that the classes seemed just about evenly divided between men and women, but that balance might have changed over the years. Part of what MCWT and FCA is trying to do, Ozga said, is to keep girls interested in STEM study.

"Girls studying STEM starts to fall off as they progress through

middle school and high school," Ozga said. "We've seen that change in attitude happen and we're trying to impress them to change things."

Part of the problem seems to be that tech fields might seem a little "geeky" and by having GET IT, the pressure to be cool is removed, Ozga said.

"They get to be with other girls like themselves," Ozga said. "They get to pursue STEM with like-minded girls and they are free to explore their interests."

Kevin Frazier, an FCA spokesman who helped put on the March 9 GET IT event, said that just seeing someone like yourself in a field can be encouraging. He said that as an African American, he hasn't seen a lot of people like himself in public relations, so when he first did, he realized it was a field he could be a part of. Ozga said that MCWT and FCA programs do more than encourage girls to study STEM. They also provide mentoring from middle school to high school and college and beyond.

"We offer a full cycle of men-

toring," Ozga said. "It is important to have someone that these girls can go to so they can talk about the challenges of studying STEM and to bounce ideas off of. We've all said, 'I wish I knew then what I know now.' With a mentor, these girls have the chance to do just that."

The March 9 GET IT event was broken into three segments, Ozga said. The first segment allowed the girls to experience technology in a real-life vehicle. There were 10 set out and the girls were able to review the tech features and use FCA's Uconnect services.

The second segment was built around teamwork. The girls were divided into teams and given challenges to solve. The work involved listening and solving problems. They used modeling clay to create vehicle solutions and show how they came up with the answers to the challenges as a team.

The third segment took place in a hands-on demonstration room where the students got to work with robots and see people in motion-capture suits design moves to create more efficient manufacturing techniques.

The motion-capture suits were used to create different virtual manufacturing environments, Ozga said. STEM is important, but the girls need to see how the knowledge is applied in real-world situations.

"I love talking with the students," Ozga said. "Because we're in Detroit, whenever I talk with a group, someone always tells me that a relative works in some sort of auto plant. This last segment can connect them with what these relatives do."

GET IT holds events throughout the year, Ozga said. FCA volunteers are happy to participate and they will continue to do so as time goes on.

## Man Bites Car – Actually, He Slapped It

SAN FRANCISCO (AP) – One problem with self-driving cars is people.

The *Los Angeles Times* reports that of six crash reports filed in California so far this year, two involved a person attacking a robot car.

Both incidents happened in San Francisco, according to Department of Motor Vehicles records. On Jan. 2, a vehicle operated by General Motors' Cruise driverless car division was waiting at a green light for pedestrians to cross when a shouting man ran across the street against the do-not-walk signal and struck its bumper and hatch, damaging a taillight.

The car was in autonomous mode but a driver was behind the wheel. On Jan. 28, another GM autonomous vehicle with a human driver had stopped behind a taxi when the taxi driver got out and slapped the front passenger-side window.

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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.

## Quality Control Plagues Japan Industries

TOKYO (AP) – The chief executive of major Japanese steelmaker Kobe Steel is stepping down over a scandal that surfaced last year involving massive falsification of data from inspections of the company's products.

Hiroya Kawasaki, who is also chairman and president, said March 6 he is stepping down from all three positions. He will stay on as a director but only until the annual shareholders' meeting in June.

Quality control woes have also surfaced recently at other top Japanese brands, including at Nissan Motor Co. Nissan has acknowledged that illegal vehicle inspections occurred for years at its plants in Japan.

His successor has not yet been named. Kobe Steel has pointed to zealous pursuit of profit, unrealistic targets and an insular corporate culture as contributing to the scandal.

There have been no reported accidents or injuries related to the fake data. The systematic misconduct spanned years, affecting products sent to more than 680 companies, including aluminum castings and copper tubes for autos, aircraft, appliances and trains.

The scandal is an embarrassment for Japan Inc., which for decades prided itself on its discipline, craftsmanship and attention to detail.

## Barra Says GM Will Help Shape Zero-Emissions Future

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Barra also spoke of how EVs will help GM achieve zero emissions and what the company's strategy to achieve this goal is.

"We're moving fast. Last year in the U.S., our own groundbreaking Chevrolet Bolt EV, Chevrolet Volt plug-in hybrid, and Cadillac CT6 Plug-in accounted for nearly a quarter of industry EV and plug-in sales," Barra said. "And in China, where plug-in electric sales are rising, we introduced the Buick Velite 5 and Baojun e100 along with the CT6 Plug-in."

"And this is just the beginning. We are well on our way to bringing at least 20 new all-electric models to market by 2023 – our next step toward a zero-emissions world. We are optimistic about EVs because last year, automakers sold 1.2 million plug-in electric and plug-in hybrids around the world."

She went on to say that increased Bolt EV production benefits GM customers around the world, GM dealers and GM employees, who are proud to build an affordable, groundbreaking vehicle that customers love.

"And," she said, "there's more to come because the Bolt EV is our platform providing a window into our all-electric and self-driving future."

Barra said that efficient vehicles don't mean boring vehicles. GM has been successful in reducing the weight of its trucks, The

new Chevrolet and GMC pickups that will go on sale this year are lighter and stronger than the vehicles they replace. These are trucks customers feel passionate about.

Barra said GM is growing its electric fleet while at the same time pushing the boundaries of engineering to improve fuel efficiency across its portfolio.

"But make no mistake, even as we deliver the best-ever fuel economy in the vehicles our customers love to drive today, we continue to make progress toward a future with zero emissions," Barra said. "Our commitment to an all-electric, zero-emissions future is unwavering, regardless of any modifications to future fuel economy standards."

"We expect to hear more on the required government review of the standards soon. What we do support in that review is the need for the government to have one set of requirements. One common standard allows us to advance innovation for our customers today and tomorrow."

But innovation alone will not get GM to zero emissions, Barra said. Customers will have to embrace them at a time when gas prices are relatively low and stable. And there needs to be a cleaner electric grid to support EVs.

"In the U.S., the current federal tax credit helps make electric vehicles more desirable and affordable," she said, "and we appreciate that it was retained in the tax



Production of the Bolt EV will be increased to meet stronger demand.

reform law. However, we feel tax credits should be expanded so our customers continue to receive the benefit going forward.

"We also need to remove barriers to consumer acceptance of EVs. For example, we believe the energy industry and other stakeholders must partner with us on a robust charging infrastructure that drives consumers' confidence that they can drive their EVs anywhere at any time."

The growth of EVs is affecting more than the auto industry, Barra said, with positive discussion about the need for more renewable power sources that produce the electricity that will charge these vehicles.

"We recognize the challenge that coal still generates about 30 percent of electricity in the U.S.

and 65 percent in China. When we improve the percentage of renewable power sources in our grid, we can further reduce the carbon footprint of EVs," Barra said.

Cambridge Energy Research Associates (CERA) was founded in 1983 in Cambridge, Mass., by Daniel Yergin and James Rosenfield. The energy research and consulting firm quickly became known for its critical knowledge and independent analysis on energy markets, geopolitics, industry trends, technology and strategy.

Each year, CERA clients gathered for a few days in Houston to attend the executive conference where they gain insight into the energy future while connecting with their peers.

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## FCA Unveils Its Work Version of the 1500

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with eTorque mild hybrid system, optional 5.7-liter Hemi V8 or optional 5.7-liter Hemi V8 eTorque. The model is available in 4x2 or 4x4.

Manley said that through the use of high-strength steel and clever engineering, the all-new Ram 1500 has reduced its overall weight by 225 pounds. Properly equipped Tradesman models provide work truck capability towing up to 12,750 pounds and offer up to 2,300 pounds of payload in a four-door quad cab configuration. All 2019 Ram 1500 models are equipped with the largest front brakes in the segment at 14.9 inches.

Manley added that Ram Tradesman offers greater performance for the price when compared to other work trucks, adding useful features such as a standard Class III trailer hitch and lighted, above-bumper four- and seven-pin trailer wire connectors.

The Ram 1500 features a segment-exclusive multi-link rear coil suspension that provides best-in-class ride and handling qualities. A coil-spring setup centralizes and absorbs bumps and impacts, while reducing the amount of friction in the spring system. This setup also weighs 40 pounds less than a leaf-spring configuration. Also available is Ram's exclusive four-corner air suspension system to balance any load.

Standard interior features include Uconnect 5.0 with five-inch screen and hands-free calling, one-year of SiriusXM Radio, a 12-volt auxiliary power outlet, three USB ports, one auxiliary port and automatic headlamps. Buyers can choose vinyl or cloth 40/20/40 split bench seats with six-passenger capability, featur-

ing shoulder and lap belts on all six seats. Interior colors include Black/Diesel Gray with either standard vinyl or carpeted flooring.

Standard equipment includes 160-amp alternator, 3.21 rear axle ratio, 730-amp maintenance-free battery, black grille and black steel bumpers, cargo bed lamp, front and rear Frequency Response Damping (FRD) shock absorbers, rear view camera, tilt and telescoping steering column, halogen headlamps, locking tail-

gate, power door locks, power windows, remote keyless entry and a theft-deterrent system.

Manley said a long list of options is available for the Tradesman, including 3.21 or 3.92 rear axle ratios, anti-spin rear differential, rear electric-locking differential, off-road package with factory suspension lift, 180-amp alternator, folding trailer-tow mirrors, rubber floor mats, Mopar chrome side steps and bumper step, spray-in bedliner and trailer brake controller.

## Ram Brand Allows Fleets To Stay Connected with Tech

These days staying in touch means more than sending the odd postcard. Which is why the Ram Commercial truck brand last week announced a factory-installed telematics system for its business customers.

Ram Telematics, powered by Verizon Connect (formerly Telogis), is a technology for fleets that allows commercial vehicle managers to turn vehicle data into operational savings, said Mike Manley, head of Ram Truck Brand - FCA.

"The Ram Telematics solution offers clear cost-of-ownership benefits to commercial truck buyers," said Manley. "The vocational-use segment is significant to us, and it's important for Ram Commercial to offer a full suite of services that are important to work-truck customers."

Ram Telematics is a vehicle connectivity platform designed to provide fleet owners and managers with a broad range of vehicle data, diagnostics and driver behavior information to help them better understand how their vehicles are being used and

to improve operational efficiency, Manley said.

Telematics-enabled vehicles offer substantial returns on investment, including increased productivity, improved vehicle utilization, reduced fuel expenses, lower idle times, reduced miles driven and lower employee overtime. Manley said Ram Telematics is an intuitive, built-in system that offers a number of customer benefits, including scalability to fleets of all sizes.

Telematics also improves fleet safety by identifying at-risk driving, Manley said. Ram Telematics will be available on all Ram truck and van models. One year of service starts at \$800.

The Ram Telematics system is covered under a three-year/36,000-mile limited warranty and is serviceable at Ram dealerships nationwide. Ram Telematics also can be conveniently financed with the new vehicle purchase. Factory-installed means quicker customer delivery, Manley said. Telematics is ready for activation the day the customer takes delivery of the new vehicle.



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*Mike Riehl's ROSEVILLE*

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 <p><b>2018 RAM 1500 SLT Crew Cab Big Horn 4x4</b></p> <p>SALE PRICE \$31,290*</p> <p><b>0 DOWN \$178*</b> 36 MO. 10K</p> <p><small>MSRP \$46,380</small></p>	 <p><b>2017 CHRYSLER PACIFICA TOURING L</b></p> <p>SALE PRICE \$23,698*</p> <p><b>0 DOWN SAVE \$11,667 \$237*</b> 36 MO. 10K</p> <p><small>MSRP \$35,365</small></p>

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## Dodge SRT and Mopar Fire Up For Racing

The Dodge/SRT and Mopar brands are teaming up with the National Muscle Car Association (NMCA) to offer complimentary customer drag racing experiences exclusively at NMCA race events for the 2018 season.

Mopar-powered competitors in model-year 2005 and newer FCA US vehicles will receive complimentary entry to battle it out in the NMCA Dodge/Mopar Hemi Shootout category, giving owners the opportunity to race their vehicles in a sanctioned and secure drag strip environment, said FCA spokesman Darren Jacobs.

Dodge/Mopar HEMI Shootout fields are expected to draw a unique mix of modern-day FCA US vehicle nameplates, such as Dodge Challenger and Dodge Charger vehicles in a variety of models, including the 485-horsepower Dodge Challenger and Charger Scat Pack models, 707-horsepower Challenger and Charger SRT Hellcat models, the 840-horsepower Dodge Challenger SRT Demon, as well as Chrysler 300, Ram truck and Jeep vehicles.

The NMCA season kicked off with the 16th annual NMCA Muscle Car Mayhem at Bradenton Motorsports Park in Bradenton, Fla., March 8-11.

"The National Muscle Car Association series is an excellent venue for Dodge/SRT and Mopar to give owners of our modern-day FCA US vehicles, including the Dodge Challenger and Dodge Charger, the opportunity to drag race in a sanctioned, controlled environment," said Steve Beahm, head of Passenger Cars, Dodge/SRT, Chrysler and FIAT, FCA North America.

"We're continuing our efforts to take racing off the street and put it where it belongs - the drag strip - by providing complimentary entry into the Dodge/Mopar Hemi Shootout category."

## 'Bad Mom' Actor Finds Value in New Pacifica S

Actress Kathryn Hahn is starring in a new marketing campaign for the new Chrysler Pacifica S.

The real-life mother of two appears in a five-part video series that spans across television, digital and the Chrysler brand's social channels, said FCA spokeswoman Diane Morgan.

The award-winning Chrysler Pacifica minivan is now available with a new attitude, courtesy of the S Appearance Package, featuring black accents both inside and out. The five-part video series broke across television, digital and online starting on Monday, March 5, Morgan said.

The campaign features Hahn as a mom who doesn't sacrifice having fun, whether it's picking up the kids from school, a night out with the girls or unloading the groceries in her Chrysler Pacifica S. The Chrysler Pacifica S Appearance Package shown in the series features a customized, athletic look with black accents inside and out and is available on 2018 Pacifica Touring Plus, Touring L, Touring L Plus and Limited models.

The videos are set against music that spans the '80s, '90s and the '00s, including Juvenile ("Back That Thang Up") and Fergie ("M.I.L.F. \$"), Morgan said.

"This campaign spoke to me as both a mom who spends a lot of time with my kids while driving and as someone who still likes to turn up the volume after I've dropped them off at school," said Kathryn Hahn.

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**HOTTEST MARCH LEASE DEAL!** **2018 Dodge Charger GT AWD**  
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**HOTTEST MARCH JEEP DEAL!** **2018 Jeep Compass 4x4**  
LEASE FOR **\$113** \*\*/MO. 24 Mos. \$50 due (Latitude) / **\$115** \*\*/MO. 24 Mos. \$550 due (Limited)  
**YOUR CHOICE**

## MARCH 2018 IS TRUCK MONTH! DON'T WAIT!

**\$3000 RAM 1500 CREW CAB 4X4 EXCLUSIVE HUYAERE BONUS CASH!**

<b>MARCH IS TRUCK MONTH!</b>	<b>750 2018 CREW CABS AVAILABLE</b>	<b>#1 RAM DEALER 5 YEARS IN A ROW!</b>	<b>HUYAERE HAS THE BEST RAM LEASE DEALS</b>	<b>NEW MARCH RAM LEASE INCENTIVES JUST ANNOUNCED!</b>
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**2018 RAM 1500 CREW CAB 4X4 BIG HORN**

D8-13025 **3.6L Pentastar** / D8-12825 **5.7 Hemi**

LEASE FOR **\$118** \*\*/MO. 24 Mos. \$450 due

**MARCH IS TRUCK MONTH**

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

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**2018 RAM 1500 CREW CAB 4X4**

D8-12185 **Express** / D8-12822 **Laramie**

LEASE FOR **\$129** \*\*/MO. 24 Mos. \$0 due

**MARCH IS TRUCK MONTH**

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Popular Equipment

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<p><b>CHRYSLER</b></p> <p><b>MARCH PACIFICA SPECIALS</b></p> <p><b>2018 CHRYSLER PACIFICA TOURING L PLUS</b></p> <p>• 8.4" Radio With Navigation <b>\$1800 Huvaere Bonus Cash</b></p> <p>204 PACIFICAS AVAILABLE</p> <p><b>2018 LEASE FOR \$82</b> **/MO. 24 Mos. \$1995 due</p> <p>C8-41294</p>	<p><b>Jeep</b></p> <p><b>2018 JEEP COMPASS 4X4</b></p> <p>Latitude / Limited / Trailhawk</p> <p>J8-11623 / J8-11577 / J8-11488</p> <p>LEASE FOR <b>\$113</b> **/MO. 24 Mos. \$50 due / <b>\$115</b> **/MO. 24 Mos. \$550 due / <b>\$109</b> **/MO. 24 Mos. \$995 due</p>	<p><b>DODGE</b></p> <p><b>MARCH CHARGER SPECIAL</b></p> <p><b>2018 Dodge Charger GT AWD</b></p> <p>24 MONTH 1 PAY LEASE <b>\$4,178</b></p> <p>Nappa Leather Sport Seat Blind Spot Detection Cross Path Detection Heated/Cooled Seats Heated Steering Wheel HID Head Lamps</p> <p>D8-71103</p> <p>LEASE FOR <b>\$109</b> **/MO. 24 Mos. \$1395 due</p>
<p><b>2018 CHRYSLER PACIFICA LIMITED</b></p> <p>• Premium Leather <b>\$1800 Huvaere Bonus Cash</b></p> <p>GREAT LEASE SPECIAL</p> <p><b>2018 LEASE FOR \$103</b> **/MO. 24 Mos. \$1995 due</p> <p>204 PACIFICAS AVAILABLE</p> <p>C8-4130</p>	<p><b>2018 JEEP GRAND CHEROKEE LAREDO 4X4</b></p> <p>HUGE SELECTION</p> <p>LEASE FOR <b>\$126</b> **/MO. 24 Mos. \$1995 due</p> <p>J8-20423</p>	<p><b>2017 DODGE CHARGER R/T 392</b></p> <p>BUY FOR <b>\$498</b> **/MO. 84 Mos. \$2000 down</p> <p>• Beats Audio • Power Sunroof • Navigation</p> <p>D7-71020</p> <p><b>2018 DODGE CHARGER R/T 392</b></p> <p>LEASE FOR <b>\$215</b> **/MO. 24 Mos. \$1995 due</p> <p>D8-71001</p>
<p><b>2018 CHRYSLER PACIFICA TOURING L</b></p> <p>• Perforated Leather Seats <b>\$1800 Huvaere Bonus Cash</b></p> <p>204 PACIFICAS AVAILABLE</p> <p><b>2018 LEASE FOR \$129</b> **/MO. 24 Mos. \$1995 due</p> <p>C8-41083</p>	<p><b>2018 JEEP GRAND CHEROKEE ALTITUDE EDITION</b></p> <p>LEASE FOR <b>\$188</b> **/MO. 24 Mos. \$1995 due</p> <p>J8-20034</p> <p><b>2018 JEEP GRAND CHEROKEE LIMITED 4X4</b></p> <p>LEASE FOR <b>\$199</b> **/MO. 24 Mos. \$1995 due</p> <p>J8-20161</p>	<p><b>2017 DODGE CHALLENGER GT AWD</b></p> <p>BUY FOR <b>\$379</b> **/MO. 84 Mos. \$2000 down</p> <p><b>INCREDIBLE CHALLENGER LEASE SPECIALS!</b></p> <p>D7-50079</p> <p><b>2018 DODGE CHALLENGER R/T</b></p> <p>LEASE FOR <b>\$119</b> **/MO. 24 Mos. \$1595 due</p> <p>D8-50008</p>
<p><b>2019 JEEP CHEROKEE LIMITED 4X4</b></p> <p>LEASE FOR <b>\$102</b> **/MO. 24 Mos. \$1995 due</p> <p>J9-70001</p>	<p><b>2018 JEEP WRANGLER UNLIMITED 4X4</b></p> <p>LEASE FOR <b>\$186</b> **/MO. 24 Mos. \$1995 due</p> <p>J8-31056</p> <p><b>ALL NEW 2018 JEEP WRANGLER UNLIMITED 4X4</b></p> <p>LEASE FOR <b>\$167</b> **/MO. 36 Mos. \$1995 due</p> <p>J8-31048</p>	<p><b>2017 GRAND CARAVAN SXT</b></p> <p>• Blacktop Package • Driver Convenience Group</p> <p>BUY FOR <b>\$329</b> **/MO. 84 Mos. \$2000 down</p> <p>D7-40941</p>
<p><b>2018 DODGE DURANGO SXT AWD</b></p> <p>LEASE FOR <b>\$175</b> **/MO. 24 Mos. \$1995 due</p> <p>D8-30051</p>	<p><b>2018 DODGE DURANGO GT AWD</b></p> <p>LEASE FOR <b>\$227</b> **/MO. 24 Mos. \$1995 due</p> <p>D8-30017</p>	<p><b>2018 DODGE DURANGO SXT AWD</b></p> <p>LEASE FOR <b>\$175</b> **/MO. 24 Mos. \$1995 due</p> <p>D8-30051</p>

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# GM's New Work Trucks Designed to Meet Owners' Needs

CONTINUED FROM PAGE 1

Creating these new trucks presented a number of challenges, Schwegman said. One was cost and complexity of upfits. They had to find a solution to frames that rust; rivets, brackets and fluid lines that interfere with body mounting.

The solution was a factory-painted frame with one-piece frame rails, smooth, unobstructed top sections, and through-the-frame fuel fill lines.

Then there was the problem of frame compromises; that is, frame rails that are too short behind the rear axle to accommodate longer cargo boxes without extensions and reinforcements.

The answer they came up with was seven Cab-to-Axle (CA) options ranging from 60 to 162 inches, along with five unique axle-to-

back-of-frame (AF) lengths sized in 8-inch increments.

They also wanted to make the vehicles easier to work on, Schwegman said. Past hood designs forced technicians to use a ladder or remove vehicle components to access under-hood components for maintenances and repair.

So they designed a lightweight, front-hinged "clamshell" hood that, combined with a 50-degree wheel cut, allows for easy walk-up access to under-hood components.

Schwegman said they also wanted to improve the ease of driving for the new models because of poor downward perspective for the driver, along with poor low-speed maneuverability due to narrow wheel cuts, and wide turning radiuses. So they came up with a precisely

crafted and contoured hood that optimizes the driver's perspective of the road.

Now, maneuverability is excellent, said Schwegman, thanks to up to 50-degree wheel cuts.

GM also wanted to reduce noise, vibration and harshness of ride, Schwegman said. They noted that many owners retrofitted aftermarket air suspensions to improve ride and reduce noise.

The solution was offering an available, factory-installed rear air suspension as well as triple-sealed, inset doors to help reduce wind and road noise. They also now use huck bolts throughout the frame for better clamping force.

The Silverado will be available in 2WD and 4WD and will be powered by a 6.6-liter Duramax diesel engine with 350 horsepower and 700 lb.-ft. of torque and Allison transmissions with a Power Take Off (PTO) option.

"When you consider all of the flexibility, capability and durability we have engineered into the Silverado, along with the proven power of Allison transmissions

and the Duramax diesel engine, we have a medium duty truck line that will appeal to both Chevrolet loyalists and competitive owners alike," said Schwegman.

The Silverado will also be the most connected commercial truck available, he said, thanks to options that include OnStar and Commercial Link, a built-in 4G LTE Wi-Fi hotspot (paid data plan required), wireless cell-phone charging, Bluetooth and support for Apple CarPlay and Android Auto.

The launch of the new Silverados will build on the momentum Chevrolet and GM Fleet have been building over several years, Schwegman said.

"Chevrolet's return to the conventional cab medium duty segment," said Peper, "is part of a multi-year strategy to earn the business and loyalty of Commercial and Government customers by expanding into new product segments, delivering innovative business solutions, superior value and an exceptional customer experience."

## Packard Plant Getting New Renovations

DETROIT (AP) – It's been nearly a year since developers began a more than \$300 million revamp of the former Packard car plant in Detroit into a multi-use project they hope will include apartments, shops and galleries.

Developers have already spent \$4 million on the pre-development and cleanup of the Packard Plant, *The Detroit News* reported.

Workers have hauled away 14,000 yards of debris from the site, which has been mostly vacant for decades, said Kari Smith, the project's director of development through site owner Arte Express Detroit. Some of the material has been salvaged for future use, she said.

"We've salvaged all the wood on the floors," Smith said. "There's arches and dentil work on the bottom floor. That's been kept. . . There wasn't much because it was scrapped pretty significantly."

The goal is to turn the area into mixed-use development over the course of 10 to 15 years, Smith said.

"It will function like a mini city," she said. "There will be commercial, restaurants, eventually residential. There will be several uses."

The first phase of the project focuses on the redevelopment of a 121,000-square-foot, four-story administration building expected to house several tenants when completed in 2020.

Fernando Palazuelo, a Peruvian developer who also is Arte Express' chief executive, bought the complex in 2013 for \$405,000 at a tax foreclosure auction.

The plant long has been a symbol of Detroit's urban decay and past automotive glory. It was built in 1903.

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Preferred FWD Lease Offer MSRP: \$25,465

**\$192** per month

**39** months    **10,000** miles year    **\$601** total due at signing (includes first month payment)

**2018 Buick Envision**  
Preferred FWD Lease Offer MSRP: \$36,925

**\$342** per month

**36** months    **10,000** miles year    **\$649** total due at signing (includes first month payment)

**2018 GMC Terrain**  
SLE FWD Lease Offer MSRP: \$29,270

**\$192** per month

**24** months    **10,000** miles year    **\$669** total due at signing (includes first month payment)

**2018 GMC Acadia**  
SLE FWD Lease Offer MSRP: \$34,000

**\$306** per month

**36** months    **10,000** miles year    **\$568** total due at signing (includes first month payment)

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



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Stock# J42698

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- Steering Wheel Radio Controls!
- Remote Keyless Entry!
- Aluminum Wheels!

Stock# J41451

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Was \$41,710 Sale Price: **\$32,499\***

**24 MONTH LEASE**  
**\$149\***

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

\$999 Down

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

## 2018 TRAX "LT"



- Color Touch Screen Radio!
- Remote Keyless Entry!
- Aluminum Wheels!
- Rear Camera!
- Deep Tinted Glass!
- Bluetooth for Phone!

Stock# J43100

**NO Employee Discount REQUIRED!**

Was \$23,895 Sale Price: **\$17,149\***

**24 MONTH LEASE**  
**\$169\***

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

\$999 Down

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

## 2018 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# J40435

**NO Employee Discount REQUIRED!**

Was \$32,995 Sale Price: **\$27,499\***

**24 MONTH LEASE**  
**\$265\***

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

\$1499 Down

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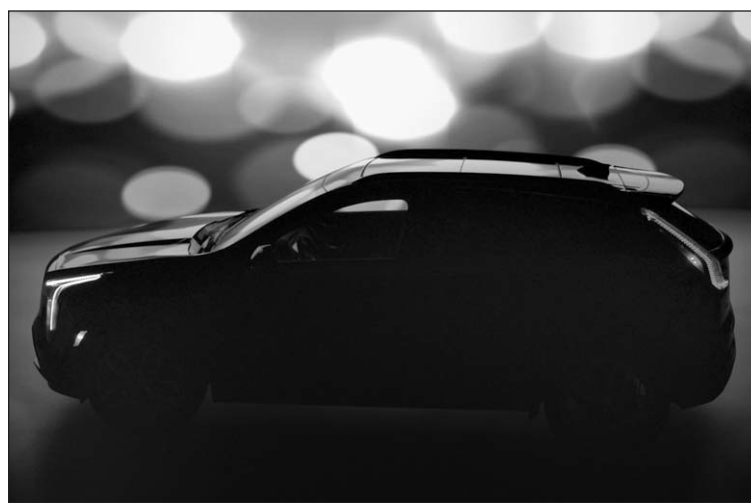




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Cadillac



Van Dyke Across From  
GM Tech Center



Cadillac released this silhouette shot of the new XT4.

## Cadillac Teases Public With Dark Glimpse of New XT4

CONTINUED FROM PAGE 1

2015, the spot brings to life the brand's bold and pioneering spirit, as evidenced in its groundbreaking offerings including Super Cruise, XT4 and the luxury subscription service, BOOK by Cadillac, Smith said.

In its second Academy Awards spot, "Future Cars," Cadillac showcased Cadillac's Super Cruise, the first true hands-free driving technology for the freeway that debuted in the Cadillac CT6 at the end of last year, Smith said.

Playing into the evening's cinematic theme, the 30-second spot featured famous "futuristic" car footage from notable films and television, proving that with Super Cruise, our dreams of what cars could be are now a reality.

On a night celebrating last year's successes, Cadillac, in its final television spot, will give viewers an exciting glimpse at the brand's future.

The 30-second upbeat ad, set to Bruno Mars' "Uptown Funk," gives a sneak peek at the highly anticipated Cadillac XT4, the

brand's first-ever entrant into the premium compact SUV segment, which will be revealed at Cadillac House on March 27, ahead of the New York International Auto Show in New York City.

The brand hosted its third annual Oscars week soiree on March 1 at Chateau Marmont in West Hollywood, Calif. Cadillac has become known for its exclusive, star-studded event that brings together top industry insiders and talent, including current and past Oscar nominees, to celebrate the start of the awards weekend.

Additionally, throughout the week, a fleet of stunning Cadillac Escalade and CT6 PLUG-IN vehicles will chauffeur guests to the awards show and other Oscars events.

Further showcasing the brand's commitment to the entertainment industry, earlier this week Cadillac continued its support of the entertainment industry and its diverse storytellers as the official automotive sponsor of the American Black Film Festival Honors.

## AxleTech Gets New CFO

AxleTech, a Troy-based powertrain technology company for heavy-duty vehicles has made two new additions to its executive leadership team.

Rick Larkin joins AxleTech as chief financial officer, overseeing accounting, treasury, tax, and strategic financial planning and reporting. Larkin brings over 35 years of financial and executive management experience in technology, transportation, and manufacturing industries to AxleTech.

He most recently served as managing director at Angle Advisors, a boutique investment banking firm, where he provided a variety of merger and acquisition advisory services. Prior to joining Angle Advisors, Larkin was a partner at GR Investment Group, a private equity firm, responsible for acquisition and divestiture activities, financial management, and overseeing all portfolio investments.

Mike Semke returns to AxleTech as vice president of Global Pricing & Program Management. Under his leadership, the program management team is responsible for managing new programs from initial customer requests to product launches.

He also is responsible for developing a global cost and pricing structure. Semke has over 20 years of experience in drivetrain and powertrain technology.

He previously led program management and pricing functions at Fabco Automotive and Meritor.

"As we continue to invest in new powertrain technologies, including electric vehicles, we are focused on developing our team to support significant growth. Rick and Mike's roles are key in the success of AxleTech; they bring energy, extensive industry experience, and leadership in their respective fields," said Bill Gryzenia, CEO, AxleTech.

## PSA Group Earning Record Profits

PARIS (AP) – French carmaker PSA Group says it made record profits and sales last year despite the costs of buying long-struggling Opel.

PSA, the maker of Peugeot and Citroen cars, reported March 1 an 11.5 percent rise in net income to 1.9 billion euros (\$2.3 billion).

Sales grew over 20 percent to 65.2 billion euros, partly thanks to the addition of Opel to the PSA Group's portfolio of vehicles available in the European marketplace.

Last year, General Motors sold off its money-losing European operations to the PSA Group for \$2.3 billion. GM had not made

money with its European brands since the year 1999, and had lost billions of dollars trying to turn them around.

CEO Carlos Tavares gave an upbeat forecast for the year and said the group will keep focusing on turning Opel around after years of losses. PSA also bought General Motors' Britain-based Vauxhall brands last year at the time of the Opel sale.

PSA is also taking advantage of new French labor rules championed by President Emmanuel Macron, planning 1,300 voluntary job cuts this year and restructuring its workforce to boost production of electric and autonomous vehicles.

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# Maven Charges Up Fleet in Heart of Texas

Maven now offers its first all-electric fleet of cars for use in the gig economy, making it easier for Austinites who want to get the most out of their side hustle.

Earlier this month, 20 Chevrolet Bolt EVs became available for freelance drivers in Austin, Texas, to earn money on their own schedules, said GM spokeswoman Annalisa Bluhm. The city's passion for tech start-ups, combined with its high concentration of college students, makes it the ideal location for Maven Gig.

Maven is working with Austin Energy, the Austin Transportation Department, and Rocky Mountain Institute to create infrastructure solutions leading to an all-electric future. Maven will leverage Austin's Plug-in Everywhere network of EV chargers, including Electric Drive, Austin's downtown smart mobility showcase complete with a DC Fast Charger and solar kiosk.

Maven Gig vehicles are available for flat weekly rates that include the car, unlimited miles, insurance (minus deductibles) and maintenance, Bluhm said. Pricing starts at \$229 per week plus taxes. For that, Maven will provide charging for Maven Gig drivers for a limited time through the Austin Energy Plug-In Everywhere and EVgo networks.

Drivers can see vehicle availability and pricing via the mobile app, Bluhm said. Reservations and pickup date/time can be scheduled through the app.

Maven Gig is platform agnostic and members can use the car to drive for rideshare services or for grocery, package and food delivery.

The Chevrolet Bolt EV with an EPA-estimated range of 238 all-electric miles is the most popular vehicle among Maven Gig drivers, Bluhm said. Bolt EVs in the Maven fleet have driven 6.5 million all-electric miles since February 2017 and have saved an estimated 250,000 gallons of gas.



Maven all-electric fleet has been launched in Austin, Texas.

An estimated 643,800 rideshare passengers have been transported in Maven Gig vehicles, and drivers shouldn't feel any range anxiety, Bluhm said. On average, Maven Gig members in Bolt EVs drive more than half the vehicle range every day.

And approximately 9 percent of daily trips exceed the EPA-estimated range of the car. To that end, Maven Gig drivers have taken trips from San Francisco to Portland and from San Diego to Los Angeles.

"Maven is excited to offer an all-electric fleet of shared vehicles for the gig economy," said Julia Steyn, vice president, General Motors Urban Mobility and Maven. "Austin is a perfect partner for this launch because of the city's commitment to innovation and sustainable transportation."

"The city of Austin launched Electric Drive one year ago as an example of a sustainable mobility hub in the heart of downtown," said Austin Mayor Steve Adler. "We now have the launch of Maven's first all-electric fleet in our community as a result. Maven Gig creates more opportunities to earn a living while on a sustainable platform."

"We are very pleased that

Maven chose Austin for its first all-electric fleet," said Jackie Sargent, Austin Energy general manager.

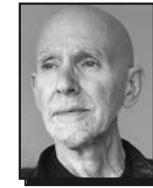
"Austin is a community that champions clean air, renewable energy and, increasingly, electric vehicles. Austin Energy will continue to work on innovative solutions that will help Austin achieve its ambitious climate protection goals."

Maven Gig first launched in November 2016 to provide vehicles for rideshare drivers in San Francisco and has since expanded the offering for package, grocery and food delivery drivers.

The mobile app provides drivers the ability to reserve cars and earn money on their own terms. Unlimited miles and insurance are included, and there's no membership fee.

Vehicle reservations are now available in Austin, Baltimore, Boston, Detroit, Los Angeles, Phoenix, San Diego, San Francisco and Washington, D.C. Interested drivers can download the Maven app for Apple in the App Store and for Android in the Google Play Store.

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## Detroit Auto Show Moving to Fall?

DETROIT (AP) – Organizers of Detroit's big auto show are talking about moving it from frigid January to October starting as early as 2020.

North American International Auto Show spokesman Max Muncey says a change is being considered but isn't final.

An earlier show would allow for outdoor displays including autonomous vehicle driving courses that can't be done in January. It also would distance the show from winter holidays and the CES gadget show in early January. CES has been attracting automotive technology announcements that could go to an earlier show in Detroit.

The Detroit show also has lost some automakers in recent

years, including Porsche, Jaguar-Land Rover and Mazda. Mercedes-Benz is pulling out starting next year. Muncey says the 2019 show will happen as scheduled Jan. 14-27.

More than 5,000 journalists normally attend the Detroit show, and over 809,000 attended the public days this year. But organizers say the show, conceived in 1907 by the Detroit Auto Dealers Association to boost lackluster January sales, might have to change to stay in the spotlight.

"This year, like many years in the past, we are exploring additional opportunities to best leverage our global stage," Muncey said, adding that discussions about a change are "more aggressive" this year.

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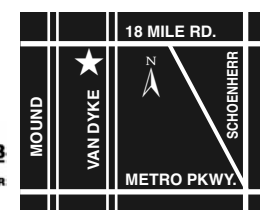
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# GMC's New 2019 Sierra Denali Designed for Next Level

Trucks are a more important part of the automotive sales market than ever.

Which is why GMC is taking its most popular pickup truck to the next level with the completely redesigned 2019 Sierra Denali and SLT, said Duncan Aldred, vice president of Global GMC.

He said the new Sierra Denali is distinguished by its "bold design and segment-leading technologies. The next-generation Sierra Denali once again redefines the premium pickup, while advancing Denali's legacy as the pinnacle of GMC design, capability and refinement.

"GMC ignited the premium truck segment 17 years ago with the original launch of the Sierra Denali. The next-generation 2019 Sierra Denali establishes a new benchmark in capability and refinement. It exemplifies precision in every detail."

Powerful proportions and distinctive Denali design help define the Sierra's unmistakable exterior, said GM spokeswoman Kelly Wysocki, while the driver-focused cabin strengthens the brand's reputation for refinement with premium materials, improved interior space and innovative storage solutions.

The redesigned Sierra Denali offers a full suite of available advanced safety features, along with exclusive chassis technologies such as Adaptive Ride Control.

"The heritage of the GMC brand is rooted in full-size trucks, of which the Sierra is our cornerstone, with our SLT and Denali models contributing 87 percent of our total crew cab sales," Aldred said.

"The next-generation Sierra caters to these unique customers who demand a premium, innovative truck that supports their

professional and personal passions."

The 2019 Sierra Denali will offer, later in the model year, an available GMC exclusive and industry-first carbon fiber box – the CarbonPro – developed to increase durability, efficiency and functionality of the truck, Aldred said.

It replaces the standard steel inner panels and floor with a lightweight, purpose-designed carbon fiber composite that offers best-in-class dent, scratch and corrosion resistance, making it the most durable pickup box in the segment, he said.

"In 116 years of making GMC pickup trucks, our industry-first carbon fiber box is the toughest and most durable pickup box we have ever made," Aldred said.

The new CarbonPro box is 62 pounds lighter than the steel version, and is one example of GMC's strategic use of materials in engineering the Sierra. The strategy also incorporates aluminum for the doors, hood and tailgate, while relying on steel for the fender.

New versions of the proven 6.2L and 5.3L V8 engines will be joined by a new 3.0L inline-six turbo-diesel engine, expanding the powertrain lineup for the 2019 Sierra.

The 5.3L and 6.2L engines feature stop/start technology and new Dynamic Fuel Management that enables the engine to operate on one to eight cylinders, depending on demand, to optimize power and efficiency.

The new diesel builds on GMC's expertise with Duramax turbo-diesels offered in Sierra HD and Canyon models.

The available 6.2L and 3.0L engines are paired with a 10-speed automatic transmission, Aldred said.



2019 Sierra Denali pickup truck

Sierra Denali features an exclusive Adaptive Ride Control suspension system designed to provide premium driving refinement with exceptional responsiveness, Aldred said.

It is able to do this by employing a series of sophisticated sensors to monitor road conditions and chassis responses in real time, enabling adjustments to active dampers every 2 milliseconds.

And a part of what pickups are designed to do is tow, Aldred said. The new 2019 Sierra Denali has that concern covered.

"The 2019 Sierra offers a more confident towing experience thanks to GMC's new ProGrade Trailing System, standard on Denali and SLT versions of the 2019 Sierra," Aldred said.

The trailing system includes a new Trailing App featuring a Pre-Departure checklist, Maintenance Reminders, Trailer Light Test, Trailer Electrical Diagnostics and Trailer Tire Pressure and Temperature Monitoring.

This App helps people who are towing avoid some of

the simple setting-up mistakes, Aldred said.

Many of the Trailing App's functions, including the lighting test and pre-departure checklist, are also available with the MyGMC app on compatible Android and iOS smartphones, a

feature that offers great convenience when outside the truck or trailer, said Aldred.

The 2019 GMC Sierra Denali and SLT go on sale this fall. Additional details will be released closer to the start of production, Wysocki said.

## Ford Upgrading Its Latest Transit Van with New Tech

CONTINUED FROM PAGE 1

to helping any business go big, said McKenzie.

The best-selling compact cargo van in America, Ford Transit Connect has a commanding 46 percent market share, McKenzie said.

More than 300,000 Transit Connect vehicles have been sold since 2009 when Ford created the segment in the United States. Of those, 97 percent are still on the road – a testament to Transit Connect's proven Built Ford Tough durability and versatility, said McKenzie.

"The original Transit Connect's compact size resonated with customers searching for a more maneuverable and efficient commercial van," said Tim Stoehr, Ford general fleet marketing manager.

"We've enhanced Transit Connect's available technology and powertrains to keep up with what our customers need. It is a critical tool with smart features to help improve productivity out in the field."

Transit Connect has the most driver-assist technologies in the segment, including Automatic Emergency Braking, Stoehr said. Transit Connect Cargo Van debuts as the only vehicle in its segment to offer the technology as standard across all models, helping to reduce accidents and time in the shop.

It also offers standard Pre-Collision Assist with Pedestrian Detection to help avoid collisions with other vehicles and pedestrians who might cross in front of the vehicle's path, as well as standard Side Wind Stabilization and standard Rearview Camera, Stoehr said.

The vehicle also comes with available Blind Spot Information System with Cross-Traffic Alert and available Lane Keeping System, which helps drivers avoid lane drift to keep the vehicle centered on the road, as well as Available Adaptive Cruise Control that makes highway driving easier by automatically slowing the vehicle when radar detects traffic slowing ahead.

Transit Connect is now smarter than ever to help these customers stay on the go, Stoehr said. Tools like the only standard embedded 4G LTE modem in the segment provides Wi-Fi for up to 10 devices, while an available 6.5-inch floating touch screen running SYNC 3 helps drivers keep their eyes on the road as they field customer calls and text messages hands-free

or navigate to job sites.

Available wireless phone charging is a segment-first feature that keeps compatible mobile devices topped off and ready for service. FordPass helps monitor small fleets, including driver location, fuel level, tire pressure and more.

These features are important because today's business lives revolve around the mobile phone and staying connected. According to Pew Research Center, smartphone ownership among U.S. adults has grown from 35 percent in 2011 to 77 percent today.

Ford's MyKey programmable ignition key remains standard for Transit Connect XLT enabling owners and fleet administrators to preset warnings and limits for vehicle speed, while restricting the entertainment system's audio to 45 percent of maximum volume.

Transit Connect's interior has also been rethought. Redesigned front seats with new seat foam offer enhanced comfort over the previous model.

The 2019 Ford Transit Connect Cargo Van goes on sale this fall. It can be purchased and serviced at more than 3,000 Ford dealers nationwide, including more than 650 dedicated Commercial Vehicle Center dealers.

## Slowdown of VW Sedan Sales Affect Plant

CHATTANOOGA, Tenn. (AP) – Volkswagen will idle a Tennessee plant for two weeks this spring, amid slowing demand for its Passat sedan.

The Chattanooga Times Free Press reports the Chattanooga plant will have a non-production period in March, dedicated to training hourly employees and retooling the plant to boost production of the Atlas SUV, followed by another period in April that will see a mandatory shutdown. Chattanooga plant spokesman Keith King says the market is shifting from sedans and passenger cars to "family-friendly SUVs," and the plant needs to correct course.

The company says that SUVs accounted for 54 percent of all Volkswagen of America sales last month. Volkswagen officials have floated assembling a potential five-seat SUV at the Chattanooga plant, along with electric vehicle production. King says no one will be laid off.

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