

# Cadillac Unveils Its Latest Vehicle – the XT4 – to the World

Cadillac is unafraid to swing for the fences. The brand introduced its latest vehicle – the XT4 – last week in the heart of New York City.

The vehicle was first seen at

Cadillac House in Manhattan. The XT4 is a new compact SUV tailored for the next generation of luxury customers, said GM spokesman Donny Nordlicht.

It was developed on an exclu-

sive compact SUV architecture, and is designed to be Cadillac's entry in the industry's fastest-growing luxury segment. It is meant to deliver expressive design, confident performance,

spacious accommodations and new technologies, said Nordlicht.

"The first-ever 2019 Cadillac XT4 expands our successful SUV lineup to a segment where Cadillac has never been before," said

Cadillac President Johan de Nysschen. "And it sets off a dramatic expansion and elevation of the product range, that will see a

CONTINUED ON PAGE 2

## Detroit Auto Scene®

"FIRST IN THE HEART OF DETROIT"

info@detroitautoscene.com

VOL. 86 NO. 13

ESTABLISHED 1933 AS NEW CENTER NEWS AND 1983 AS OAKLAND TECH NEWS

APRIL 9, 2018



FCA volunteers spent time packaging gifts that will go to frontline Marines as part of their public service.

### FCA Volunteers Preparing Care Packages for Troops

The front lines may be a long way from Auburn Hills, but through a partnership between Jeep and the USO, a taste of home just got a lot closer.

More than 200 FCA US employees recently gathered to pack 2,520 care packages for servicemen and women filled with travel-sized hygiene products.

"It was really important to have our men and women that work here every day, and represent FCA and Jeep, to be a part of helping our servicemen and women," said Kim Adams House, head of Jeep Brand Advertising, FCA US. "It's important for us to recognize the selfless sacrifices they make on behalf of our country."

The USO Care Package Program is the latest in an ongoing partnership between Jeep and the USO that began in 2012.

The USO Care Package Program is the modern-day version of the care packages Americans packed in years past, but instead of boxes filled with little "tastes of home," volunteers stuffed Toiletry Packs in lightweight travel packs. These packs are desert tan in color and constructed with durable nylon material.

The packs have a M.O.L.L.E. (modular lightweight load-carrying equipment) system on the back of the pouch for attachment on most military-issued gear. This allows the servicemen and women to save space on the inside of their back packs for mission-essential items, said Edward Cardenas, multimedia editor for FCA US.

After the care packs were filled

CONTINUED ON PAGE 4



2018 Chevrolet Colorado

### GM's Sales in March Go Out Like a Lion

The monthly GM sales report was good news. General Motors reported 296,341 car, crossover and truck deliveries in the United States in March.

GM revealed on April 3 that the company will begin reporting its U.S. vehicle sales on a quarterly basis, effective immediately. For 2018, second quarter sales will be released on July 3, third quarter sales on Oct. 2 and fourth quarter sales on Jan. 3, 2019.

The last monthly sales report showed that March sales were up 16 percent year over year, driven by Buick's best March since

2004, Chevrolet's best March since 2007 and Cadillac's best March since 2014. It was GMC's best March in the brand's history, said GM spokesman Jim Cain.

GM's retail sales in March were up 14 percent year over year, and the company's estimated retail market share was 17.7 percent – the highest since 2009 – driven

by a 0.7 percentage point gain by Chevrolet. Chevrolet was the industry's fastest-growing full-line brand.

In the first quarter, GM sales were up 4 percent, ahead of an estimated industry increase of about 2 percent, Cain said. Retail

CONTINUED ON PAGE 3

### FCA Sales Increased Sharply Last Month

March was a strong month for FCA in terms of sales, with Jeep driving a 14 percent increase when compared to the same time last year.

FCA's March 2018 sales of 216,063 vehicles, a 14 percent increase compared with sales in March 2017 of 190,254 vehicles, said FCA spokesman Jeff Bennett.

The company's retail sales of 162,304 vehicles were up 11 percent from March 2017. It was the best month of March retail sales since the company sold 170,545 vehicles in March 2001.

Total sales were the highest since March 2006 when the company sold 216,865 vehicles. Fleet accounted for 25 percent of overall sales, Bennett said.

Jeep brand total sales rose 45 percent in March to 98,382 vehicles for its best month ever. The Jeep Wrangler led the group as sales rose 70 percent to 27,829 vehicles, Bennett said. It was the best month of sales ever for the nameplate, eclipsing the May

2015 record of 22,615 vehicles. Jeep Cherokee sales increased 63 percent to 23,764 vehicles for its best March sales ever.

The Jeep Compass also saw strong March sales, Bennett said. The model was just getting started in March of 2017 and had sales of 2,651. In 2018, that num-

ber was 17,302 – an increase year-to-year of 553 percent.

Ram Truck brand sales declined 13 percent to 44,878 vehicles compared with the previous year.

However, retail sales of the

CONTINUED ON PAGE 6



2017 Ford Edge

### Ford Sees Sales 'Edge' Up

Ford released its sales figures for March and the news was good.

The company saw an increase of 3.4 percent for the month, said Ford spokesman Erich Merkle. Overall, 244,306 vehicles were sold.

Fleet sales totaled 85,310 vehicles – up 8.7 percent from the same time last year, Merkle said. This helps to offset declines in January and February and brings first-quarter results in line with 2017.

Overall, Ford's retail sales

were up 0.8 percent in March to 158,996 vehicles, while average transaction prices expanded \$1,400 over year-ago levels. This is about twice the rate of the industry increase of \$700, Merkle said.

It should also be remembered that Ford maintains the highest transaction prices of any full-line automaker – \$36,300 per vehicle, which is boosted by its newest products, Merkle said.

CONTINUED ON PAGE 10



2018 Jeep Compass

View This Week's Edition at <http://DetroitAutoScene.com>





## SAE WCX Event Shows Off Auto Technology, Detroit

by Jim Stickford

The Society of Automotive Engineers (SAE) has been holding its annual Congress in Detroit since 1924, and this year's gathering will take place on April 10, 11 and 12, at the Cobo Center in downtown Detroit.

Jim Forlenza, group director of Events for SAE, said that the event has traditionally been called the World Congress. It got its start back in New York City in 1906 and moved to Detroit permanently in 1924.

But starting in 2017, they changed the name of the event from the World Congress to WCX, which stands for World Congress Experience.

"It was our way of rebranding the event," Forlenza said. "We want people to know that this isn't your father's SAE Congress. This year's WCX will build on what we started last year. We want to continue to change the experience of attending the event, to make it more personal, more intimate."

Among the changes are holding meetings in the middle of the main floor at Cobo, Forlenza said. Last year, they had three separate areas within the main floor. Each area was dedicated to a different aspect of the experience.

"We had, and will have a tech hub," Forlenza said. "Tech leaders use the hub to talk about the tech issues going on in the automotive industry today. We had a place where our leadership summit was held. People at the OEMs and Tier I companies talked about the decision-making process. We will do something similar this year."

Another hub deals with issues of education, Forlenza said. The idea is to get people out and about and out of the conference rooms away from the "action" going on at the main floor.

"This year, we will have a few neat things going on that should be of interest to our members who attend," Forlenza said. "We will have a lot of new participants contributing to the content of the overall program. We will have 21 new companies attending the event for the first time at the leadership summit, including companies like Split and Silver Car and Didi, which is the largest ride sharing company in India."

After all, having representatives from countries like Japan, Germany, China and India attend the event and speak is very important.

"This really gives people who go to WCX the opportunity to learn from different people and be exposed to different points of

view and perspectives," Forlenza said. "And we will have topical discussions, including one on recent proposals made by the EPA possibly about changing mileage regulations. And we will continue to carry on the tech conversation about how the auto industry and the tech industry are becoming even more interconnected."

And, the main floor will have businesses showing off the latest tech, Forlenza said. The company Navya, for example, will have an automated shuttle that will be able to take passengers around the main floor using a predetermined route.

"This is looking to be a successful show," Forlenza said. "We are expecting more than 11,000 attendees. Last year we had 10,500."

Holding the show in the Cobo Center is something that Forlenza takes pride in. SAE has a contract with the facility that extends to the year 2023.

"This is one of the better venues in the country to hold an event of this size," Forlenza said. "They've improved the facilities and it's exciting to be a part of downtown Detroit's rebirth. I hold about 25 events a year for SAE and this is the biggest."

In years past, said Forlenza, there was some concern about Detroit, but the story has changed and there's so much going on downtown.

"There's now so much to see and do that getting out of Cobo is now part and parcel of attending the show at Cobo," Forlenza said. "It's exciting to be down there and see the changes that have been going on in the city."

## General Motors Sees Strong March Sales

CONTINUED FROM PAGE 1

deliveries for GM and the industry were up about 1 percent versus a year ago.

"March was an exceptional month for us. A growing economy and strong new products helped us execute a very successful plan to conquest customers from other brands," said Kurt McNeil, U.S. vice president, Sales Operations.

"Once customers purchase a GM product, they tend to stay in the family as we deliver an award-winning ownership experience that is hard to beat."

March and First Quarter Sales Highlights (vs. 2017) show that crossovers, pickups, SUVs, and six different car lines drove GM's growth, Cain said.

Chevrolet crossovers were up 39 percent, with the Trax and the new Equinox and Traverse seeing their best March sales ever. Bolt EV deliveries reached 1,774 units. In the first quarter, Chevrolet crossovers were up 28 percent.

Buick crossovers were up 50 percent. It was the Encore's best month ever, and it was the Envision's best March. The Enclave posting a 6 percent increase. In the first quarter, Buick crossovers were up 17 percent.

GMC crossovers were up 42 percent, led by the best March ever for the Acadia and the best month ever for Terrain. In the first quarter, GMC crossovers were up 21 percent.

Cadillac's XT5 was up 17 percent in March, and 10 percent for the quarter. Cadillac car deliveries were up 7 percent in March and for the first quarter, with every nameplate posting higher sales in March.

The company's three-truck pickup strategy delivered again, with sales up 19 percent in March, led by a 24 percent gain for the Chevrolet Silverado, a 52 percent gain for the Chevrolet Colorado and a 9 percent gain for the GMC Canyon.

In the first quarter, pickup deliveries were up more than 2 percent.

Chevrolet and GMC led the large SUV segment once again in March. Sales were up 4 percent in total and 13 percent on a retail basis, and retail segment share was more than 70 percent, according to J.D. Power PIN estimates.

In the first quarter, large SUV total sales were in line with a year ago.

Chevrolet's Spark, Sonic and Malibu were strong sellers, up 2 percent, 16 percent and 3 percent, respectively.

"Consumers are keeping the U.S. economy growing and auto sales very healthy," said Mustafa Mohatarem, GM's chief economist.

"The job market is strong, consumer confidence is at decade-high levels and we see clear evidence that business owners are taking advantage of tax reform to upgrade their fleets."

GM's March average transaction prices (ATPs), which are net of incentives, were in line with a year ago, according to J.D. Power PIN estimates, and they were up more than \$900 in the first quarter.

GM's incentive spending as a percentage of ATP was 14.5 percent in March, and 13.3 percent in the first quarter, according to J.D. Power PIN estimates.

Spending was up less than one percentage point in March but down 0.8 points for the quarter.

During the month, GM's dealer inventory declined 16,602 units to a 72 days supply.

## BorgWarner's EMOD Tech Drives New Rams

BorgWarner of Auburn Hills has debuted its Electro-Mechanical On-Demand (EMOD) transfer case on the 2019 Ram 1500 4x4 pickup truck, said company spokeswoman Kathy Graham.

Building on BorgWarner's Torque-On-Demand clutching system, the new EMOD technology delivers faster response and higher torque output for better on- and off-road performance, Graham said. For automakers, the scalable system offers easy traction calibration and integration for a variety of vehicles, from small SUVs to heavy-duty pickup trucks.

"BorgWarner's new EMOD transfer case features unmatched clutch control and actuation capabilities," said Dr. Stefan Demmerle, president and general manager, BorgWarner PowerDrive Systems.

**FIRST CHOICE**

**MUFFLER & BRAKE SERVICE**  
23252 VAN DYKE  
3 Blocks North of 9 Mile  
HOURS: Mon.-Fri. 7:30am-5pm; Sat.-Closed

**WARREN • 586-757-7203**

**DELUXE OIL CHANGE SPECIAL**  
Up To 5 Qts. Of Oil Lube & Filter  
No Disposal Fee  
**\$23<sup>36</sup>**  
Valvoline  
Includes topping off fluids  
4-30-18

**RADIATOR POWER FLUSH & FILL COOLANT SYSTEM**  
Extended Life Coolant & GOS Extra  
**\$79<sup>95</sup>**  
4-30-18

**BRAKE SPECIAL**  
• Front Premium Disc Brake Pads  
• 2 New Front Rotors  
• Labor Included  
**\$229<sup>95</sup>**  
Most F.W.D. U.S. Cars • In-store offer ends 4-30-18

**Check Our Price on Tune Ups, Water Pumps, Heater Cores & Other Repairs**

**MAKE US YOUR FIRST CHOICE**



**WHITETAIL PROPERTIES REAL ESTATE**  
HUNTING | RANCH | FARM | TIMBER



**\$2.3 BILLION & 615,000 ACRES**  
sold company wide in the last 5 years

**LIVINGSTON CO, MI - 92.6 ACRES** - Tillable income, Mature/semi-mature timber income, Easy to navigate property lines, entry trails provides great access, Approximately 1/2 mile of Ore Creek winds through, Established food plot in creek bottom, Many portable stand locations throughout, Close proximity to restaurants and shopping, centrally located to major cities in southeast Michigan. New aerial video available online.

**Shawn Kelley**  
Agent, Land Specialist  
**(586) 292-1812**  
**WHITETAILPROPERTIES.COM**

Whitetail Properties Real Estate, LLC | dba Whitetail Properties | Nebraska & North Dakota DBA Whitetail Trophy Properties Real Estate LLC | Lic. in IL, MD, IA, KS, KY, NE & OK - Dan Perez, Broker | Lic. in AR, CO, GA, MN, ND, TN, SD & WI - Jeff Evans, Broker | Lic. in OH & PA - Kirk Gilbert, Broker | Lic. in NM & TX - Joey Bellington, Broker | Lic. in IN - John Boyken, Broker | Lic. in LA, MS, GA & AL - Sybil Stewart, Broker | Lic. in TN - Chris Wakefield, Broker | Lic. in TN - Bobby Powers, Broker | Lic. in AR - Johnny Ball, Broker | Lic. in SC - Rick Elliot, Broker | Lic. in NC - Rich Baugh, Broker | Lic. in MI - Brandon Cropsey, Broker | Lic. in MI - Brandon Cropsey, Broker - Broker Address: 410 E. Chicago Rd., PO Box 165 White Pigeon, MI 49099

## Feds Get a Guilty Plea in UAW Case

DETROIT (AP) – A former United Automobile Workers official has pleaded guilty to accepting illegal payments from Fiat Chrysler.

The U.S. attorney's office in Detroit said April 5 that 64-year-old Keith Mickens is the fifth person convicted as part of federal investigation into corruption involving the union and the automaker.

The scheme funneled away millions of dollars meant for a Detroit worker training center financed by Fiat Chrysler.



**DETROIT'S #1 CHEVY DEALER IN MIDTOWN**  
**FREE lift** is now available for customers at the Ren-Cen

**2018 TRAX LS FWD**  
LEASE FOR  
**\$186\*** MONTH + TAX  
**24** MONTHS **\$0** DOWN  
10K MILES PER YEAR • W/Chevy Lease Loyalty • #91390



**2018 SILVERADO 1500 4WD LT DBL CAB**  
LEASE FOR  
**\$174\*** MONTH + TAX  
**24** MONTHS **\$0** DOWN  
10K MILES PER YEAR • W/Chevy Buick GMC Loyalty • #91391



**2018 GM Accessory Employee Discount Program**  
GM Employees and family members can save 20% from MSRP on eligible GM Accessories.  
Order you accessories from parts and pick up on your way home!  
**Contact the Parts Department for details**

All rebates to dealer includes Chevrolet, Buick or GMC lease loyalty. Payment plus tax, title, doc fee, license. Requires GM Employee discount. 10,000 miles year. Disposition fee may be required at lease turn in. With approved credit. Expires 4-30-18



**James Martin**  
CHEVROLET

**6250 Woodward Ave.**  
**Detroit**



**Contact me for the Best Chevy Deal!**  
**BeckyD@JamesMartinDetroit.com**  
**Direct: 313.875.0507**  
**Main: 313.875.0500**



## FCA Volunteer Program Helps Our Troops

CONTINUED FROM PAGE 1

with toiletries, they were sent to a warehouse. From there, the packs were distributed to service members who are about to be deployed and to those who are serving overseas in locations like Afghanistan, Africa and south-west Asia.

For U.S. Marine Corps veteran Lee Harrison, who is an Electronic Bill of Materials (EBOM) analyst with FCA, taking part in the packing effort was personal.

"It means everything," he said. Harrison said serving overseas can be a solitary experience, where you may hear only from family or members of his unit.

"You really think civilians don't care about you," stated Harrison.

Then he got a care package from a Boy Scout troop filled with candy and "stuff we didn't have access to" after being in the field for a few weeks.

"Coming back to that was just amazing," he said. "It's heart-lifting and enlightening."

Regina Murray, who is also an EBOM analyst with FCA, shared Harrison's appreciation of receiving care packages while deployed. Murray was in the U.S. Army and U.S. Army Reserves for 18 years and served in Iraq, Honduras, Kuwait and Afghanistan.

"While serving in those countries, sometimes receiving the little things you need can really boost morale," she said.

"If you are somewhere and don't have shampoo and you can't wash your hair, and you get a package with shampoo in it, that's gold," said Murray. "You don't know what it's like to be somewhere far away without access to things like that. It means so much."

# New ACM Autonomous Test Track Now Open

The battle for which state leads the way in testing autonomous vehicles swung Michigan's way with the opening of the American Center for Mobility (ACM) last week.

Gov. Rick Snyder, along with business, government and academia leaders throughout Michigan, celebrated the grand opening of the ACM on April 4 and welcomed Microsoft as the exclusive data and cloud provider for the mobility center at the historic Willow Run site in Ypsilanti Township, said ACM spokesman Tracey L. Shavers, Jr.

John Maddox, ACM president and CEO, declared that Microsoft will provide the Center with cloud resources and data infrastructure to advance the testing and development of connected and automated vehicles (CAV) as well as mobility technologies.

"We are excited to collaborate with Microsoft in our efforts to lead the world in the safe development of CAV technologies and to enable the safe deployment of these vehicles onto the nation's roads," Maddox said.

"By adding Big-Data to our diverse and growing group of stakeholders and world-class partners, ACM is staking its claim as the preeminent global hub for mobility companies to develop and test their connected technologies and vehicles in a safe and controlled environment."

Snyder said the Center's grand opening, combined with the announcement that Microsoft is the exclusive data and cloud provider, represents a pinnacle moment for the state in the mobility revolution.

"Intelligent vehicle technology is evolving rapidly and Michigan is the world leader in making sure the mobility technologies driving the future are safely developed,



A Visteon autonomous vehicle being tested on new track

tested and eventually deployed," Snyder said.

"This important partnership with Microsoft will provide the American Center for Mobility with the proper digital capabilities to help translate testing data into technology innovations that will make transportation safer for all and fuel further economic growth across the state."

ACM will collaborate with Microsoft to design a cloud-based Data Management & Analytics Platform (DMAP) solution to collect, store and analyze data from tests conducted at the center, Shavers said.

The solution, he said, will be based on the trusted Microsoft Azure cloud platform, which offers extensive capabilities for quickly developing and deploying new use cases.

Using Azure and the DMAP solution will enable ACM and its partners to accelerate the development of CAV technologies, apps and industry standards, to create a safe environment for testing, validating, and enabling collaboration for all members in-

involved in the research program.

"Vehicles are quickly becoming datacenters on wheels, and the opportunity to use the vast amounts of information generated to fuel innovation is unprecedented," said Kevin Dallas, corporate vice president of Microsoft's artificial intelligence & intelligent cloud business development.

"We're proud ACM has selected Microsoft Azure as its exclusive cloud provider for its intelligent capabilities and the enterprise-grade security and compliance required to develop comprehensive solutions that help drive the future of mobility."

Microsoft joins a long list of companies supporting ACM, including its founders AT&T, Visteon Corporation, Toyota, Ford and Hyundai America Technical Center Inc., and sponsors Subaru of America, Inc., and Adient, Shavers said.

In addition to serving as the Center's exclusive data and cloud provider, Microsoft will also hold a position on ACM's Industry Advisory Board (IAB).

Located on a 500-acre site that once housed a World War II bomber plant, the American Center for Mobility opened its doors for testing in December, Shavers said.

One of 10 federally designated proving grounds for developing and testing self-driving vehicles, the Center provides a myriad of real-world environments with the ability to test under a range of driving environments and infrastructure that includes a 2.5-mile highway loop, a 700-foot curved tunnel, two double overpasses, intersections and roundabouts.

The announcement and grand opening celebration coincide with the start of ACM's next phase of construction that will add an urban intersection by this summer, followed by a series of building facades and additional urbanized infrastructure expected by the end of the year, Shavers said. The expansion project also includes a headquarters and lab with demonstration space.

The center is a joint initiative with the State of Michigan founded in partnership with the Michigan Department of Transportation (MDOT), the Michigan Economic Development Corporation (MEDC), the University of Michigan, Business Leaders for Michigan, Ann Arbor SPARK and Ypsilanti Township.



The 2018 Dodge Durango

## Durango a Rocky Success

When one lives in a part of the country known as the Rocky Mountains, having a vehicle that can traverse the terrain is particularly important. And Dodge has a vehicle that can do just that.

The 2018 Dodge Durango SRT is the Rocky Mountain Automotive Press (RMAP) association's 2018 Crossover of the Year, an honor announced at the Charity Preview Party before the Denver Auto Show on April 3, said Dodge spokesman Dan Reid.

To determine the winners, RMAP members – all automotive journalists in the Rocky Mountain region, including Arizona, Colorado, Idaho, Kansas, Nebraska, Utah, Wyoming and Montana – evaluated dozens of new or significantly updated vehicles for 2018 to determine which best fit the Rocky Mountain lifestyle, Reid said. The new Dodge Durango SRT drove home with the honors in the CUVr-SUV category.

"The 2018 Dodge Durango SRT made a great impression in its first RMAP event by how well-integrated this high-performance vehicle is for the Rocky Mountain region," said David Muramoto, president-RMAP. "From clean, functional styling to how well the powerful drivetrain and electronic systems work together, the Dodge//SRT team did fine work in impressing RMAP voters."

Reid said the 2018 Dodge Durango SRT is America's fastest, most powerful and most capable three-row SUV with its 475-horsepower and 470 lb.-ft. of torque stemming from the 392-cubic-inch Hemi V8 engine.

Durango SRT also outhauls every three-row SUV on the road with best-in-class towing capability of 8,700 pounds, Reid said.

Exterior performance features include widebody exterior design and functional SRT hood with center air duct flanked by heat extractors, as well as a new front fascia and lower valence to house new cold-air duct and LED fog lamps, Reid said. New dual-center stripes are available in five different colors (Bright Blue, Flame Red, Gunmetal Low Gloss, Low Gloss Black and Sterling Silver) to add a sinister factory-custom look. The 2018 Durango has proven popular with other organizations as well, Reid said. It was named to *Wards* 10 Best User Experience List for 2017.

And having a vehicle that is able to handle rough terrain is one thing, Reid said. Being able to use that capacity as driver is something else. Which is why all customers who buy a new Durango SRT will receive one full-day session at the Bob Bondurant School of High Performance Driving in Chandler, Ariz.

**SPRING SALES EVENT**

**ALL LEASE PAYMENTS 0 DOWN**

<p><b>2018 JEEP GRAND CHEROKEE LAREDO 4X4</b></p> <p>SALE PRICE \$28,907*</p> <p><b>0 DOWN \$247*</b> 24 MO. 10K</p> <p>MSRP \$37,785</p>	<p><b>2018 DODGE CHARGER GT AWD</b></p> <p>SALE PRICE \$26,799*</p> <p><b>0 DOWN \$193*</b> 24 MO. 10K</p> <p>MSRP \$36,590</p>
<p><b>2018 RAM 1500 SLT Crew Cab Big Horn 4x4</b></p> <p>SALE PRICE \$30,785*</p> <p><b>0 DOWN \$167*</b> 36 MO. 10K</p> <p>MSRP \$46,135</p>	<p><b>2017 CHRYSLER PACIFICA TOURING L</b></p> <p>SALE PRICE \$25,998*</p> <p><b>0 DOWN SAVE \$9,717 \$275*</b> 36 MO. 10K</p> <p>MSRP \$35,715</p>

**FOR YOUR BEST DEAL, IT'S Mike Riehl's** [www.riehlscars.com](http://www.riehlscars.com)

**ROSEVILLE**

CHRYSLER Jeep DODGE RAM

**NEED FINANCING?** [www.RosevilleEZLoan.com](http://www.RosevilleEZLoan.com) Get Pre-Approved in Seconds!

Mon & Thur 8:30AM-8:00PM • Tue, Wed & Fri 8:30AM-6:00PM • Saturday 9:00AM-2:00PM

**25800 GRATIOT • ROSEVILLE (586) 859-2500**

\*PRICES AND PAYMENTS BASED ON EMPLOYEE ADVANTAGE DISCOUNT, PLUS TAX, TITLE, LICENSE, DOC FEE AND DESTINATION. 10,000 MILES PER YEAR. ALL FACTORY/FINANCE/LEASE LOYALTY REBATES ASSIGNED TO DEALER. SECURITY DEPOSIT WAIVED. MUST QUALIFY FOR PREFERRED CREDIT RATING. NOT EVERYONE WILL QUALIFY. INCENTIVES SUBJECT TO CHANGE BY MANUFACTURER. LEASE PAYMENTS INCLUDE ALL REBATES AVAILABLE. PICTURES MAY NOT REPRESENT ACTUAL VEHICLES. MUST TAKE DELIVERY FROM DEALER INVENTORY BY 4/30/18.



## Magazine Names Alfa Romeo Stelvio Crossover of Year

Adding to the excitement of the recent New York International Auto Show, *Popular Mechanics* declared the 2018 Alfa Romeo Stelvio has been named "Crossover of the Year" in the magazine's annual Automotive Excellence Awards.

To choose their car awards, editors drive all of the relevant class contenders over the course of the year, then pick the vehicle that they feel transcends the competition, said FCA spokesman Berj Alexanian.

"The Stelvio is the Giulia of crossovers, and that's about the highest praise we can give it. It's got muscle, even in four-cylinder guise, but it's also one of those cars that's fun to drive at any speed, because of the way it feels," said Ezra Dyer, automotive editor at *Popular Mechanics*. "The steering is light but not numb, the ride control is taut without being harsh. It was obviously tuned by people whose priorities skew toward performance. The Stelvio feels like an Italian sport sedan, only taller. Which is exactly what it is."

Since its foundation in Milan, Italy, in 1910, Alfa Romeo has designed and crafted some of the most stylish and exclusive cars in automotive history, Alexanian said.

As the first of a new generation of vehicles on the all-new Giorgio platform, the 2018 Alfa Romeo Giulia and Giulia Ti sedans deliver race-inspired performance with a class-leading 280-horsepower, advanced technologies that include the available Q4 AWD system, seductive Italian style and an exhilarating driving experience to the premium mid-size sedan segment, Alexanian said.

As the "halo" model in the lineup, the Giulia Quadrifoglio highlights Alfa Romeo's motorsport know-how with a best-in-class, 505-horsepower, 2.9-liter twin-turbo V6 engine that earns the title of the most powerful Alfa Romeo production car engine ever and the quickest with a class-leading 0-60 mph time of 3.8 seconds, plus it enabled a record-setting Nürburgring lap time of 7:32 – the fastest ever by a four-door production sedan, Alexanian said.

## Jeep Sales in Canada Set Monthly Record

FCA Canada reported sales of 24,490 vehicles, an 8 per cent decrease compared with sales in March 2017 of 26,531.

Jeep brand total sales increased 44 per cent in March 2018 to 8,506, setting a monthly record, said FCA spokeswoman LouAnn Gosselin. Breaking all monthly sales records, Jeep Wrangler saw its best month ever with 3,839 vehicles sold. Setting a March record within the Jeep brand was Compass with 1,217 vehicles sold, up from 112 sold in March 2017.

Chrysler Pacifica sales of 886 are the best results of any month since the vehicle launch, Gosselin said. The Windsor-built 2018 Chrysler Pacifica was named the best minivan for the second year in a row by the *New York Daily News* Autos team in the newspaper's third annual Auto Awards.

Dodge Charger sales of 610 were up 43 per cent compared with March 2017 results.

Ram Truck brand sales were up 6 per cent to 9,458, marking a monthly record for both the brand, as well as Ram pickup trucks, with sales up 7 per cent to 8,972. Ram ProMaster Van sales were up 3 per cent to 464.

## DICK HUYAERE'S ULTIMATE MONDAY APRIL 2018 SUPER SALE!

709 NEW VEHICLES SOLD IN MARCH 2018!  
#2 FCA VOLUME DEALER IN MARCH 2018!

MONDAY WILL BE AN AMAZING DAY TO BUY OR LEASE!

200 New Vehicles Must Be Sold!

ONE DAY 9:00 AM TO 9:00 PM MONDAY

Over 2637 new vehicles to choose from, Dick Huvaere's is ready to deal!

CLIP THESE EXCLUSIVE HUYAERE APRIL 2018 COUPONS! CAN SAVE YOU UP TO \$100 A MONTH ON A 24-MONTH LEASE

EXCLUSIVE HUYAERE APRIL 2018 BONUS CASH  
**\$1800**

EXCLUSIVE HUYAERE APRIL 2018 TRADE-IN BONUS CASH  
**\$1800**

EXCLUSIVE HUYAERE APRIL 2018 1500 CREW CAB HEMI BONUS CASH  
**\$3000**

In stock new 2018, 2017, 2016 and 2015 vehicles only. Must present coupon. Price varies by location. This coupon good for 2018, 2017, 2016 and 2015 vehicles only. Not valid with other offers. See dealer for details. Valid thru 4/30/18.

In stock new 2018, 2017, 2016 and 2015 vehicles only. Must present coupon. Price varies by location. This coupon good for 2018, 2017, 2016 and 2015 vehicles only. Not valid with other offers. See dealer for details. Valid thru 4/30/18.

In stock new 2018 vehicles only. Must present coupon. Price varies by location. This coupon good for 2018 vehicles only. Not valid with other offers. See dealer for details. Valid thru 4/30/18.

### HOTTEST APRIL LEASE DEAL!

2018 Dodge Charger GT AWD

LEASE FOR **\$86** \*\*  
24 Mos. \$1995 due  
• Navigation/Travel Group • Nappa Leather • All Wheel Drive  
D8-71114

115 AVAILABLE!

### HOTTEST APRIL JOURNEY DEAL!

2018 Dodge Journey GT

YOUR CHOICE  
FWD LEASE FOR **\$77** \*\*  
24 Mos. \$100 due  
D8-00155  
AWD LEASE FOR **\$85** \*\*  
24 Mos. \$300 due  
D8-00189

228 AVAILABLE!

### Incredibly Low Lease Payments on Several Models at Huvaeres!

• COMPASS  
• 1500 CREW CAB 4X4  
• JOURNEY GT AWD  
• PACIFICA  
• GRAND CHEROKEE  
• CHARGER  
• CHALLENGER  
• WRANGLER  
2637 New Vehicles Available!

APRIL IS TRUCK MONTH AT HUYAERES!

### 2019 JEEP CHEROKEE LIMITED

LEASE FOR **\$89** \*\*  
24 Mos. \$995 due  
D8-70028

### HOTTEST APRIL JEEP DEAL!

2018 Jeep Compass 4x4

YOUR CHOICE  
Latitude LEASE FOR **\$69** \*\*  
24 Mos. \$995 due  
J8-11728  
Limited LEASE FOR **\$76** \*\*  
24 Mos. \$1095 due  
J8-11577

585 AVAILABLE!

## IT'S TRUCK MONTH! WE STILL HAVE GREAT RAM INVENTORY!

2018 RAM 1500 CREW CAB 4X4

Sport Edition  
LEASE FOR **\$106** \*\*  
24 Mos. \$1295 due  
D8-13296

2018 RAM 1500 CREW CAB 4X4

Night Edition  
LEASE FOR **\$125** \*\*  
24 Mos. \$300 due  
D8-13281

2018 RAM 1500 CREW CAB 4X4 BIG HORN

D8-13267 3.6L Pentastar LEASE FOR **\$119** \*\*  
24 Mos. \$200 due  
D8-13035 5.7 Hemi LEASE FOR **\$119** \*\*  
24 Mos. \$400 due  
APRIL IS TRUCK MONTH  
#1 RAM DEALER 2013 2014 | 2015 | 2016 | 2017  
• Lowest Sale Prices • Lowest Lease Payments  
\$3000 HUYAERE BONUS CASH

There Is a Reason Why We Are #1 Ram Dealer!

2018 RAM 1500 CREW CAB 4X4

D8-12452 Express LEASE FOR **\$108** \*\*  
24 Mos. \$100 due  
D8-13307 Express Hemi LEASE FOR **\$115** \*\*  
24 Mos. \$100 due  
GREAT SELECTION  
#1 RAM DEALER 2013 2014 | 2015 | 2016 | 2017  
• Hitch • Spray In Bedliner • Popular Equipment  
\$3000 HUYAERE BONUS CASH  
• Express Value • Hitch • Hemi

### CHRYSLER

#### APRIL PACIFICA SPECIALS

2018 CHRYSLER PACIFICA TOURING L PLUS

• 8.4" Radio With Navigation  
\$1800 Huvaere Bonus Cash  
279 PACIFICAS AVAILABLE  
2018 LEASE FOR **\$159** \*\*  
24 Mos. \$1995 due  
C8-41422

2018 CHRYSLER PACIFICA LIMITED

• Premium Leather  
\$1800 Huvaere Bonus Cash  
GREAT LEASE SPECIAL  
2018 LEASE FOR **\$125** \*\*  
24 Mos. \$1995 due  
204 PACIFICAS AVAILABLE  
C8-41430

2018 CHRYSLER PACIFICA TOURING L

• Perforated Leather Seats  
\$1800 Huvaere Bonus Cash  
279 PACIFICAS AVAILABLE  
2018 LEASE FOR **\$129** \*\*  
24 Mos. \$1995 due  
C8-41022

### Jeep

2018 JEEP COMPASS 4X4

Latitude LEASE FOR **\$69** \*\*  
24 Mos. \$995 due  
J8-11728  
Limited LEASE FOR **\$76** \*\*  
24 Mos. \$1095 due  
J8-11577  
Trailhawk LEASE FOR **\$76** \*\*  
24 Mos. \$1695 due  
J8-11134  
585 AVAILABLE!

2018 JEEP GRAND CHEROKEE LAREDO 4X4

HUGE SELECTION  
LEASE FOR **\$104** \*\*  
24 Mos. \$1995 due  
J8-20422

2018 JEEP GRAND CHEROKEE ALTITUDE EDITION LEASE FOR **\$184** \*\*  
24 Mos. \$1995 due  
J8-20507  
2018 JEEP GRAND CHEROKEE LIMITED 4X4 LEASE FOR **\$186** \*\*  
24 Mos. \$1995 due  
J8-20312

2019 JEEP CHEROKEE LIMITED

LEASE FOR **\$89** \*\*  
24 Mos. \$995 due  
J9-70028

2018 JEEP WRANGLER UNLIMITED 4X4 LEASE FOR **\$149** \*\*  
24 Mos. \$1995 due  
J8-31056  
ALL NEW 2018 JEEP WRANGLER UNLIMITED 4X4 LEASE FOR **\$195** \*\*  
24 Mos. \$1995 due  
J8-31107

### DODGE

#### APRIL CHARGER SPECIAL

2018 Dodge Charger GT AWD

24 MONTH 1 PAY LEASE **\$4,428** \*  
D8-71114  
Nappa Leather Sport Seat  
Blind Spot Detection  
Cross Path Detection  
Heated/Cooled Seats  
Heated Steering Wheel  
HID Head Lamps  
LEASE FOR **\$86** \*\*  
24 Mos. \$1995 due  
D8-71114

2017 DODGE CHARGER R/T 392

BUY FOR **\$498** \*\*  
84 Mos. \$2000 down  
D7-71020  
• Beats Audio • Power Sunroof • Navigation  
2018 DODGE CHARGER R/T 392 LEASE FOR **\$218** \*\*  
24 Mos. \$1995 due  
D8-71002

2017 DODGE CHALLENGER GT AWD

BUY FOR **\$379** \*\*  
84 Mos. \$2000 down  
D7-50079  
INCREDIBLE CHALLENGER LEASE SPECIALS!  
2018 DODGE CHALLENGER R/T LEASE FOR **\$89** \*\*  
24 Mos. \$100 due  
D8-50040

2017 GRAND CARAVAN SXT

• Blacktop Package • Driver Convenience Group  
BUY FOR **\$329** \*\*  
84 Mos. \$2000 down  
D7-40941

2018 DODGE DURANGO SXT AWD

LEASE FOR **\$169** \*\*  
24 Mos. \$1995 due  
D8-30051  
2018 DODGE DURANGO GT AWD LEASE FOR **\$213** \*\*  
24 Mos. \$1995 due  
D8-30017

DICK HUYAERE'S  
RICHMOND, MI

CHRYSLER DODGE Jeep RAM

67567 S. Main St. Richmond

855-570-2373

Online at: DriveEnvy.com

SALE HOURS:  
Monday and Thursday 8:30-9:00  
Tues., Wed. and Fri. 8:30-6:00  
Saturday 9:00-4:00

SPRING SALES  
EVENT

Picture may not reflect actual vehicle. \* The FCA US LLC (formerly Chrysler Group) Employee Advantage Purchase program sale prices and lease payments quoted. Just add tax, title, doc fee and destination charge. \*\* 24, 27, 30, 36 month FCA US LLC employee leases. The amount due on all leases require amount due plus monthly tax, cap cost reduction tax, first payment, title, plate, doc fee and destination charge. Security deposit is waived on all lease payments. Lease payments are 10,000 miles per year. 20 cents per mile thru Ally or 25 cents thru Chrysler Capital for excess mileage. Customer must qualify for 1 or 5 tier credit approval. Payments subject to change due to lower approved credit tier. Banks may require to prove income and residency for credit approval. Customer is responsible for excess wear and tear. Total deferred price is the sum of the purchase price, plus doc fee, plate fee, sales tax, and accrued finance charges over the term of the loan. All rebates and program monies assigned back to dealer. All prices and lease payments are based off FCA US LLC incentives thru the Great Lakes Business Center. Rebates as retail consumer cash, lease cash, lease loyalty, military, trade assist cash, finance bonus cash and all other Great Lakes offers will be applied. The dealer invoice amount is not a net factory price to dealer. Customers may not qualify for all offers, incentives, discounts or financing offers. See dealer for qualifications and complete details. Exclusive Huvaere new car cash coupon has been applied to all sale and lease payments in this ad. Vehicle sale prices include Chrysler Capital bonus cash-must finance thru Chrysler Capital. Ram leases include Great Lakes Truck Conquest Bonus cash. \*Sale prices include lessee loyalty retail bonus cash, customer must qualify. 184 month buy, 2.99% APR with approved credit. Ram payments include Ram to Ram Loyalty Rebate.

# Ford Honors Dealers Across the Globe for Their Charitable Work

Ford dealers in the United States contributed more than \$110 million and 50,000 hours to charitable causes and nonprofits in 2017, according to Ford Motor Company's annual survey on dealer giving.

The survey coincides with the 18th annual Salute to Dealers awards held last month at the 2018 National Automobile Dealers Association Convention and Expo in Las Vegas, said Ford spokeswoman Sherrice Gilsbach.

Ford launched its Salute to Dealers awards program in 2001 to demonstrate a commitment to its thousands of dealer owners who step beyond their showroom doors to make a difference in their communities.

The generosity of dealers participating in the survey reflects Ford Motor Company's commitment to community and sets Ford and Ford dealers apart from the competition, said Gilsbach.

More than 90 percent of dealers said their teams give both time and money to local causes, according to the annual dealer giving survey. Most say they are driven to make a difference in their communities because giving is a part of their dealership tradition.

"Ford dealers are the best in the world," said Edsel B. Ford II, who chairs the Salute to Dealers awards program and serves on the company's board of directors. "Their level of commitment to bettering the communities in which they operate is not only commendable, it also helps to strengthen the Ford and Lincoln brands in communities across the world."

Contributions to police, firefighter and other first responder initiatives topped the list last year, with 17 percent of dealers reporting giving to those causes, Gilsbach said. Dealer donations

to children's causes totaled 13 percent, while contributions to educational programs and scholarships also totaled 13 percent; 10 percent reported giving to veterans' causes.

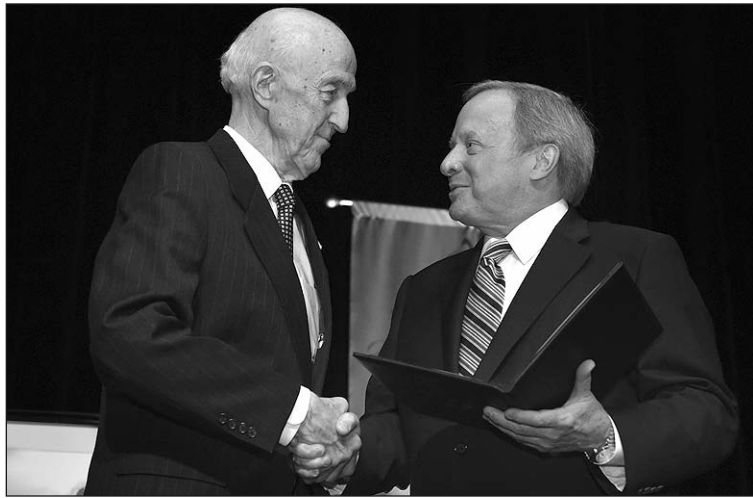
This year, Edsel B. Ford II and four other judges selected six winners from a total global field of more than 60 nominees from the United States, Canada, Brazil, Europe, Asia Pacific, Mexico, Africa and the Middle East regions. As part of the awards program, Ford Motor Company Fund and Community Services is donating \$10,000 to a charity of the dealer's choice.

A painted portrait of each honoree features a montage of the philanthropic and volunteer activities that led to the award. Duplicates of the portraits will join a Salute to Dealers display in the lobby of Ford World Headquarters.

Ford Motor Company's 2017 awards recognize several dealers for their unparalleled generosity and commitment to their communities.

Charlie Diers of Diers Ford-Lincoln in Fremont, Neb., was one of the honored dealers. His bio said that Diers has consistently given back to his community for decades. His outreach extends to St. Patrick's Catholic Church and Archbishop Bergan School with the donation of 20 acres of family farmland for one of Nebraska's largest Catholic churches. He was a lead donor and fundraiser for building the church and adjacent new elementary school.

"I'm a farm kid who learned early that it's not work when you're doing something you enjoy," he said. "From sitting on my grandfather's lap steering a Model A to driving one down Main Street in a parade in my hometown, I've found joy in this business. One of the most remarkable



Diers, left, receives award for giving to charity from Edsel Ford II.

parts has been what it's enabled us to do in the community."

Ford also honored Dan Hay of Jim Burke Ford, Bakersfield, Calif. Gilsbach said Dan and Michele Hay believe in the spirit of generosity, promoting the concept of service over self and encouraging civic responsibility. In 1975, they started a youth leadership program called Ford Dimension. In gratitude, alumni of the program established the Jim Burke Education Foundation.

The foundation provides opportunities for students to excel through grants, scholarships and the Ford Dream Builders program. It accepts 32 high school seniors into a yearlong class that provides career and leadership training through student-led projects designed to improve the lives of people in the community, while tackling issues such as bullying, literacy, human trafficking and college attainment.

The Hay family is engaged in providing financial and board level support for local hospitals, schools, the state university and Boy Scouts programs.

Also honored was Don Jenkins

of Jenkins and Wynne Ford-Lincoln in Clarksville, Tenn. Gilsbach said his commitment to his community runs deep. Jenkins devotes countless hours fundraising for Austin Peay State University. He has helped to raise nearly \$40 million to support enrollment for economically disadvantaged students, and to build new dorms, a recreation center and university center.

"My dad taught me that I must give my time and money to the community where I make my living," Jenkins said. "No one will remember how many vehicles we sold. They will, however, remember our passion for helping our community."

Gilsbach said Ford also honored Siegfried Ernst of Ernst + König GmbH, Freiburg im Breisgau, Baden-Württemberg, Germany, because he and his wife Tanja support their community by engaging in activities focused on improving the lives of others.

Each of their 14 dealerships has ongoing involvement with at least one community cause and every employee contributes in some way. Ernst + König sup-

ports its many nonprofit causes through its motto: A Thing from the Heart. Since its creation, a substantial amount of money has been raised, with thousands of hours donated by employees.

Another international honoree was Al MacPhee, MacPhee Ford, Dartmouth, Nova Scotia, Canada. Gilsbach said he was chosen for his unwavering passion for his community, which can be seen in his commitment to supporting education, culture, the environment and health care. Active in community-based organizations, MacPhee has provided ongoing support to the local health sciences center and Dartmouth General Hospital Foundation.

Ford also honored Ivo Luiz Roveda, Ford Center, Curitiba, PR, Brazil. Gilsbach said he was chosen because, with his employees, Ivo Roveda personally engages in numerous educational and social initiatives focused on improving diversity in the workplace.

This includes a one-year professional training program for hiring people with disabilities into his business. Psychological support, meals and skill development are provided while trainees earn a salary. Roveda has gone to great lengths in restructuring company software and operating systems to accommodate the visually impaired he employs.

Through his Second Chance Project, Roveda provides automotive mechanic training to individuals who have fallen on hard times, including people who have been addicted to alcohol and drugs, have lived on the streets or are ex-prisoners. As trainees, they are provided with food, clothing, transportation and other necessary resources to aid them as they work through the course requirements, Gilsbach said.

ATTN:  
GENERAL MOTORS  
EMPLOYEES!

You're invited!

## Engineering a Successful Retirement

Presented by: James B. Kruzan, CFP®, CRPC®



FT  
FINANCIAL  
TIMES

Top  
Financial  
Advisers  
2016

FT 400 Ranking March 2016

Join us for a 50-minute informative discussion on tips, techniques and strategies to get the most out of your GM sponsored benefits, and more!

Our nuts and bolts presentation answers:

- Effective ways to maximize post retirement tax free distribution without giving up current year tax deductibility.
- Construct a satellite strategy centered around your Retirement Savings Plan.
- Social Security maximization strategies.
- And more!

**All attendees will be offered a complimentary retirement stress test.**

### THURSDAY, APRIL 12, 2018

**Meeting 1:** 7:00 a.m. - 7:50 a.m. (breakfast included)  
**Meeting 2:** 11:30 a.m. - 12:20 p.m. (lunch included)

**LOCATION:** Courtyard Marriott  
30190 Van Dyke Ave., Warren, MI 48093  
(across from GM Tech Center)

### THURSDAY, APRIL 26, 2018

**Meeting 1:** 7:00 a.m. - 7:50 a.m. (breakfast included)  
**Meeting 2:** 11:30 a.m. - 12:20 p.m. (lunch included)

**LOCATION:** Detroit Marriott at the Renaissance Center  
400 Renaissance Drive  
Detroit, MI 48243

**REGISTRATION REQUIRED. SPACE LIMITED TO 20 SEATS.**

To reserve your seat, contact Evan Lian at (810) 593.1630 or email [evan.lian@raymondjames.com](mailto:evan.lian@raymondjames.com).

**KAYDAN**  
WEALTH MANAGEMENT

KaydanWealthManagement.com | 329 W. Silver Lake Road, Fenton, MI 48430 | 2701 Cambridge Ct. Ste. 412, Auburn Hills, MI 48326 | Ph. 810.593.1624 | Fax: 810.593.1643

Investment advisory services offered through Kaydan Wealth Management, Inc. and Raymond James Financial Services Advisors, Inc.

Kaydan Wealth Management, Inc. is not a registered broker/dealer and is independent of Raymond James Financial Services.

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.

## FCA Sales Saw Sharp Increases Last Month

CONTINUED FROM PAGE 1

Ram Light Duty pickup truck rose 8 percent to 26,050 vehicles. The new 2019 Ram 1500 pickup truck began shipping to dealers in the second half of the month, Bennett said. The truck is being produced at the Sterling Heights Assembly Plant.

Chrysler brand total sales rose 15 percent in March to 19,499 vehicles compared with the same month a year ago. The Chrysler Pacifica minivan posted a 40 percent sales increase with sales of 13,086 compared to sales figures of 9,340 last year.

Chrysler's other vehicle, the 300, also saw an increase of 25 percent. This year, the 300 saw sales of 6,223 compared to sales of 4,969 during the same time last year.

Dodge brand total sales declined 2 percent to 49,184. But the news wasn't all bad, Bennett said. Sales of the Dodge Challenger rose 31 percent to 8,150 vehicles compared to March 2017 sales of 6,225.

Part of the reason for Dodge's overall sales drop can be traced to the Dart. Last year, FCA was still selling the now-discontinued vehicle in relatively large numbers. March 2017 sales were 1,578. This year, Dodge sold a grand total of 87 Darts. That is a 94 percent decrease.

Sales of Fiat declined 47 percent to 1,544 vehicles.

Alfa Romeo brand sales of 2,576 vehicles were up significantly compared with the same month a year ago. Giulia led the brand with 1,284 sales followed by Stelvio at 1,270 vehicles.

Last year, the Stelvio had not yet reached showroom floors, Bennett said.



# Cadillac Enjoys Stronger March Sales Worldwide

Cadillac sold 34,404 units globally in March 2018 — an increase of 25.6 percent from the same month last year — marking the brand’s 22nd consecutive month of global sales growth. The March sales increase was spurred largely by continued consumer demand for the XT5 luxury crossover and the iconic Escalade. For the first quarter of 2018, Cadillac global sales of 96,331 units were up 22.5 percent compared to the same period in 2017, said Cadillac spokesman CJ Smith.

“March was an exceptional sales month for Cadillac, bringing the first quarter of 2018 to a strong close,” said Cadillac President Johan de Nysschen. “Despite new competition, demand for Cadillac products – especially our SUV portfolio – continues to grow. Having just unveiled the first-ever Cadillac XT4 and CT6 V-Sport at the New York International Auto Show, the prospects of continued growth are excellent.”

Cadillac saw significant growth across the world in March, with gains reported in Asia, the United

States, Europe and Israel, Smith said. China continues to be a critical market for the brand, with sales up 45.6 percent year over year.

The U.S. market saw its strongest March since 2014, with volume growth across all Cadillac vehicle lines resulting in total volume up 12.7 percent year over year. Sales were driven by impressive performances of both the Cadillac XT5 and the Escalade, which continues to gain market share with retail sales up 15 percent for the month. The brand’s sedan portfolio also saw robust growth during the first quarter of 2018.

Sales of the XTS, CT6 and ATS also saw significant gains.

Average transaction prices continue to be the second-highest among major luxury automotive brands in the U.S. through March. Cadillac’s average U.S. transaction price remained around \$54,000.

Smith said that in the United States, Cadillac sold 14,494 vehicles in March of 2018. That’s compared to 12,861 vehicles in March of 2017.

# Goodyear Faces More Legal Troubles

DETROIT (AP) – The U.S. government’s road safety agency says it has received allegations that defective Goodyear motor home tires caused crashes that killed or injured 95 people during the past two decades.

The allegations were revealed in an information-seeking letter dated April 3 that was sent to Goodyear by the National Highway Traffic Safety Administration. The agency began investigating whether the company’s G159 tires are unsafe last year after a judge ordered the release of Goodyear data that had been sealed under court orders and settlement agreements.

Lawsuits and safety advocates allege the tires were designed for delivery trucks and not for recreational vehicles that travel at highway speeds. They allege that Goodyear kept the tire problems secret for years by settling cases and getting judges to seal records. Despite the allegations, the tires have not been recalled.

In a statement made April 4, Goodyear said it received the letter “and will cooperate fully with NHTSA in its investigation, including providing requested information on its G159 tires.”

The investigation covers about 40,000 tires made from 1996 to 2003. In the letter to Akron, Ohio-based Goodyear Tire & Rubber Co., the agency says it has allegations that the tires resulted in two deaths or injury claims in 1998, four more

in 1999, six in 2000, eight in 2001, 18 in 2002 and 57 more from 2003 through 2015.

The letter did not break down how many of the claims involved deaths, nor did it specify the source of the information.

In a Dec. 28 document that started the investigation, NHTSA said it obtained claim and complaint data about the tires after the court order unsealed the documents and released them to NHTSA.

The nonprofit Center for Auto Safety and Public Justice sought to have the records released to the public, which Goodyear opposed. An Arizona judge ruled in favor of the center on April 4, unsealing most of the information. But Jason Levine, the center’s executive director, said release of the documents was delayed pending an expected appeal from Goodyear.

In his ruling, Maricopa County Superior Court Judge John Hannah wrote that Goodyear’s need to keep information confidential “does not come close” to outweighing the public’s need for access.

“That information – primarily concerning the tire’s design, its testing, the decision to market it for use on motor homes, and the adjustment data generated by consumer experience with it – should be made public because it relates to and reveals a substantial potential risk to public health or safety,” he wrote.



## Van Dyke Across From GM Tech Center



## LUXURY HAS A NEW HOME PRESTIGE CADILLAC GM Employees and Eligible Family Members Enjoy These Exceptional Lease Offers



2018 XT5 STANDARD COLLECTION • STK# 195219

ULTRA-LOW MILEAGE LEASE FOR WELL QUALIFIED CURRENT GM OWNERS/LESSEES

**\$298 / 39 / ZERO**

PER MONTH MONTHS DOWN

Tax, title, and license extra. No security deposit required. Mileage charge of \$.25 per mile over 32,500 miles.



2018 CTS STANDARD COLLECTION • STK# 150481

ULTRA-LOW MILEAGE LEASE FOR WELL QUALIFIED CURRENT GM OWNERS/LESSEES

**\$357 / 39 / ZERO**

PER MONTH MONTHS DOWN

Tax, title, and license extra. No security deposit required. Mileage charge of \$.25 per mile over 32,500 miles.



2018 ESCALADE AWD • STK# 172349 STANDARD COLLECTION

ULTRA-LOW MILEAGE LEASE FOR WELL-QUALIFIED LESSEES WITH A CURRENT ELIGIBLE CADILLAC LEASE

**\$777 / 39 / \$777**

PER MONTH MONTHS DOWN

Tax, title, and license extra. No security deposit required. Mileage charge of \$.25 per mile over 32,500 miles.

Payments based on 39 month 32,500 total mile lease through GM Financial with top tier credit approval. Models quoted are Standard XT5 MSRP of \$41,790, CTS Sedan AWD with MSRP of \$49,705 & Standard AWD Escalade with MSRP of \$79,215. Mileage charge of \$.25 for anything over the miles allowed. Additional costs due at signing include typical startup costs of taxes, license, registration, electronic filing fee, first month’s payment, acquisition and dealer fees. Must take delivery out of dealer stock by 4/30/18. Lessee pays for excess wear, over mileage and disposition fee of \$595 at end of lease. Must have Cadillac Lease Loyalty rebate (must currently lease a Buick, Cadillac, Chevrolet or GMC through Ally, GM Financial or US Bank). Not required to terminate current lease or trade vehicle. Loyalty offer is transferable to members of the same household, not required to terminate lease. All quotes using GMS pricing, others slightly higher. See dealer for details. ©2018 General Motors. Cadillac® XT5® CTS® Escalade®



LOCATION  
29900 VanDyke Ave.  
Warren, MI  
48093

SALES - 888.548.8939  
Mon & Thur 8:30am-8pm  
Tues, Wed & Fri 8:30am-6pm  
Sat 10am-4pm

SERVICE  
888.548.8939  
Mon - Fri 7:30am-6pm  
Sat 8am-3pm

PrestigeCadillac.com

©2018 General Motors. All Rights Reserved Cadillac®

**WE DO HOUSE CALLS OR COME SEE US...  
Before You Trade-In or Sell Your Car**

**JIM DOUGLAS  
AUTO SALES**



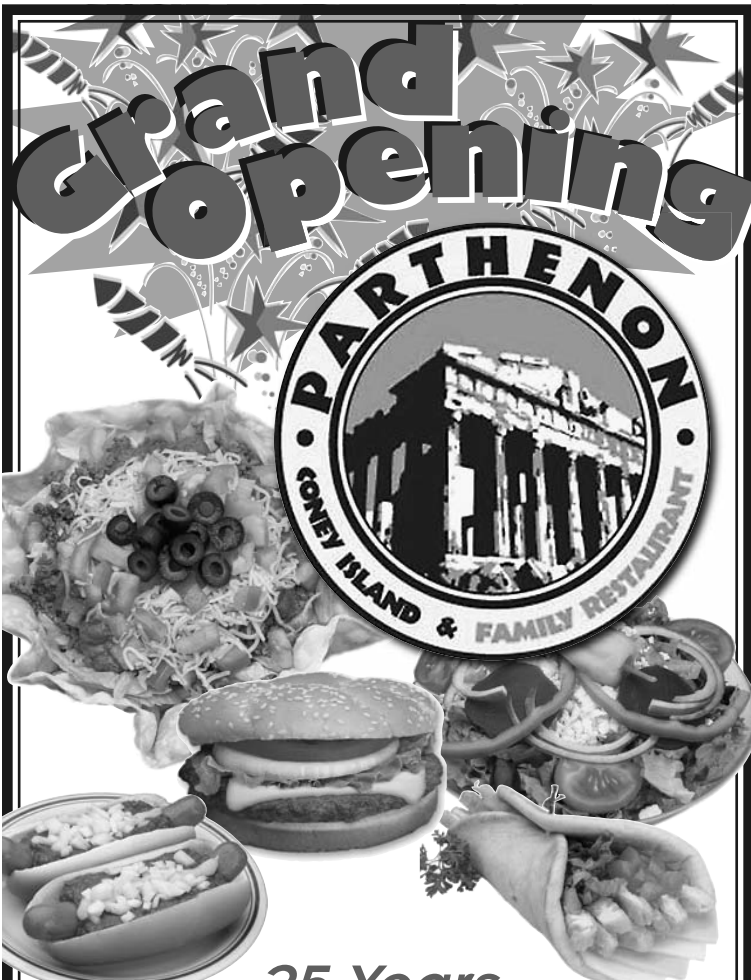
Buyer & Seller of Clean Vehicles Since 1975!

**You'll Get Your Tax Break  
Plus 100's if not 1,000's More**

**248.332.8326**

1153 Baldwin Rd • Pontiac • [www.jimdouglasautosales.com](http://www.jimdouglasautosales.com)





**Grand Opening**

**PARTHENON**  
CONEY ISLAND & FAMILY RESTAURANT

**25 Years of Homestyle Cooking!**  
**Open for Breakfast, Lunch & Dinner**

**BANQUET ROOM**  
Seats 100 People for those off-site meetings!  
Catering Available!!

**(586) 582-8400**

5702 East 12 Mile Road (Just West of mound)  
Warren, MI 48092  
Mon-Thur 6am-10pm • Fri & Sat 6am-11pm • Sun 7am-9pm  
WWW.PARTHENONCONEYISLAND.COM

# Ford Helping Customers Stay Connected

Personal communications technology has come a long way in just a few years with the advent of new hardware and software. This can make staying connected with the latest tech a chore because this tech is always being updated.

But Ford is doing something about that.

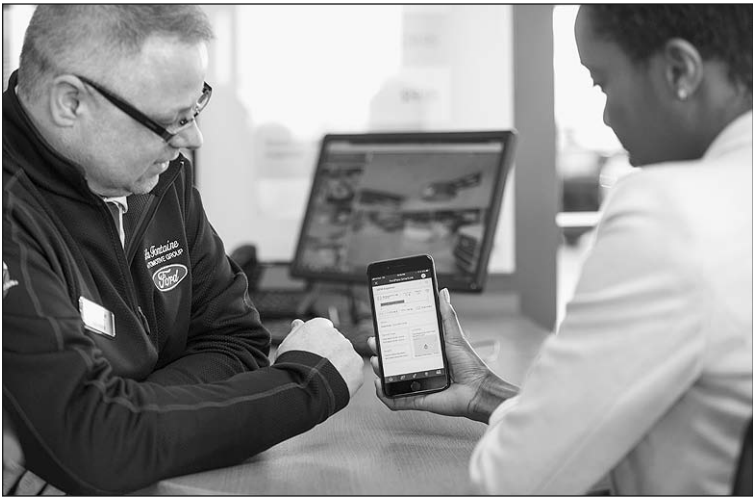
Millions of customers can soon upgrade the connectivity in their older-model Ford vehicles to include a 4G LTE Wi-Fi hotspot, smartphone control of existing key fob features, vehicle health and security alerts, and vehicle location tracking, said Ford spokeswoman Sherrice Gilsbach.

Using a simple device that plugs into the On-Board Diagnostics (OBD II) port below the steering wheel, the new FordPass SmartLink experience gives owners of 2010-17 model year Ford vehicles those connectivity features normally available only on newer vehicles equipped with modems, said Gilsbach.

"Vehicle connectivity has improved at a rapid rate in recent years," said Frederiek Toney, president, Global, Ford Customer Service Division. "We believe offering an affordable way for our customers to upgrade their older-model vehicles to include more modern technology will improve their ownership experience for years to come."

FordPass SmartLink is available exclusively through Ford dealerships nationwide starting in mid-2018 and is the latest example of Ford's aggressive connected vehicle plan, Toney said. By 2019, 100 percent of Ford's new U.S. vehicles will be built with connectivity.

With more than two years of research and development invested, FordPass SmartLink engineers, in collaboration with Aptiv and Verizon Connect, have



**FordPass SmartLink provides a wi-fi hotspot and car security alerts.**

worked to make the technology function seamlessly on 2010-17 Ford vehicles.

"From security to performance, we've conducted extensive testing and made a number of improvements to ensure FordPass SmartLink enhances the customer experience for our Ford vehicle owners," said Don Butler, executive director of Ford's Connected Vehicle and Services.

FordPass SmartLink customers pay \$16.99 a month, plus installation, for 24 months to purchase the device and receive telematics services that enable remote key fob, location and vehicle health features, Butler said.

Also included is a complimentary trial of a Verizon 4G LTE Wi-Fi hotspot with 1 gigabyte or 30 days of data – whichever comes first.

To continue use of the Wi-Fi hotspot beyond the initial trial period, customers can add their FordPass SmartLink device to their existing Verizon account or establish a new one.

"Having reliable Wi-Fi on the go is no longer just 'nice to have' – it's become a 'must-have,' and

Ford recognizes that," said Susan Heystee, senior vice president, worldwide OEM business at Verizon Connect. "Streaming music and podcasts in the front seat or keeping kids entertained on their mobile devices in the back is now as easy as turning on FordPass SmartLink's Verizon 4G LTE hotspot."

## FCA Spinning Off Magneti Marelli

MILAN (AP) – FCA has announced it will spin off the Magneti Marelli components business as part of its five-year plan to be announced in June.

FCA CEO Sergio Marchionne said in a statement March 5 that the move would allow the Italian-American automotive company to focus on its core business while giving the components business "the operational flexibility" necessary for growth in the coming years.

Under the spin-off, shares will be distributed to FCA investors. The separation is expected to be completed by early 2019.



# Fremont Insurance

*Michigan Exclusive Since 1876*

## INSURANCE SHOPPERS AGENCY

**Phone: 810.388.9200 | Fax: 810.400.6100**

**Email: [knewsome@marysvilleisa.com](mailto:knewsome@marysvilleisa.com)**



**Kristin Newsome,**  
*Agent.*

**INSURANCE  
MADE EASY!**

**Now offering: AAA Insurance & MEMBERSHIPS**

Receive a  
**FREE**  
\$10 Gift Card

**... Just For Letting Us Quote  
Your Home & Auto Insurance**

**We have Discounts for:  
Engineering, Accounting,  
Medical/Dental Employees**



## 2018 Colorado ZR2 Earns More Awards

The 2018 Chevrolet Colorado ZR2 has added to its growing list of awards with recognition as a 2018 Autotrader Must Test Drive Award winner.

ZR2 was one of twelve winners announced by the Web site in late March and the only pickup truck in the group, said GM spokesman Phil Lienert. The winners were chosen for several factors, including “interior comfort and materials, available technology features and ride quality.”

The truck was commended by the Web site for its “easy-to-handle dimensions,” as well as its “cool off-road capabilities.” Autotrader notes that “ZR2 is a true off-road machine, rugged and ready for almost anything you can throw at it.”

Autotrader judges said that the 2018 Chevrolet Colorado ZR2 combines the easy-to-handle dimensions of a midsize pickup truck with the cool off-road capabilities some shoppers need – “or, at least, the capabilities they say they need, even if they just plan to mostly use their truck in the city.”

Yet the ZR2 manages both, with content specialist Dwight Cunningham noting that “for a serious off-roader, the ZR2 handles city driving with the ease of a nice sedan.”

Of course, with that said, the ZR2 still accomplishes its purpose quite well; automotive data manager Ben Cheney notes the ZR2 is “a true off-road machine,” while associate editor Rob Nestora says it’s “rugged and ready for almost anything you can throw at it.”

Although the 2018 Chevrolet Colorado ZR2 can be pricey, said executive editor Brian Moody, with a starting MSRP of around \$41,000 with shipping, “nearly everyone shopping for a small truck thinks they want a Toyota Tacoma, but this proves there are credible alternatives.”

Anita Burke, vehicle chief engineer for GM Midsize Truck, said, “We’re honored by this recogni-



2018 Colorado ZR2

tion and thrilled that Autotrader has picked up on the versatile footprint and serious off-road capabilities of ZR2.

“ZR2 builds on the already-capable platform of the Colorado, and we agree that all customers looking for a great truck, not to mention an excellent off-road vehicle, should give it a spin, as it’s every bit as enjoyable on paved roads as it is on sand dunes, two-tracks and while rock crawling.”

The ZR2 is effectively a segment of one, combining the nimbleness and maneuverability of a mid-size pickup with a host of new off-road features and technology, Lienert said.

Compared to a standard Colorado, the ZR2 features a three-and-a-half-inch wider track and a suspension with a two-inch lift from the factory.

Functional rocker protection has been added for better performance over rocks and obstacles, and the front and rear bumpers have been modified for better off-road clearance.

Class-exclusive features include front and rear electronic locking differentials, available diesel engine, and the first off-road application of Multimatic Dynamic Suspensions Spool Valve damper technology.

Lienert said as a result, the Colorado ZR2 delivers exceptional performance in a variety of scenarios.

### State Fights Over VW Settlement

RALEIGH, N.C. (AP) – The unrelenting power struggle between North Carolina Republicans and the Democratic Gov. Roy Cooper is back in court.

Lawyers for the two sides were in a Wake County courtroom April 4 in a dispute over who controls money from federal block grants and money settling Volkswagen’s high-profile lawsuit.

An attorney for Senate leader Phil Berger and House Speaker Tim Moore says about \$180 million is at stake in Cooper’s lawsuit. Republican legislative majorities last summer buried deep in the state budget plans to decide how to spend federal grants for health and community development programs and from compensation for VW cheating on diesel pollution measures.

## Trouble With Tesla Crashes

NEW YORK (AP) – The vehicle in a fatal crash in late March in California was operating on Autopilot, making it the latest accident to involve a semi-autonomous vehicle, Tesla confirmed.

The electric car maker said the driver, who was killed in the accident, did not have his hands on the steering wheel for six seconds before the crash, despite several warnings from the vehicle. Tesla Inc. tells drivers that its Autopilot system, which can keep speed, change lanes and self-park, requires drivers to keep their eyes on the road and hands on the wheel in order to take control of the vehicle to avoid accidents.

Tesla said its vehicle logs show the driver took no action to stop the Model X SUV from crashing into a concrete lane divider. Photographs of the SUV show that the front of the vehicle was demolished; its hood was ripped off; and its front wheels were scattered on the freeway.

The vehicle also caught fire, though Tesla said no one was in the vehicle when that accident happened.

The company said the crash was made worse by a missing or damaged safety shield on the end of the freeway barrier that is supposed to reduce the impact of a crash into the concrete lane divider.

The crash happened in Mountain View, in California’s Silicon Valley. The driver was Walter Huang, 38, a software engineer for Apple.

“None of this changes how devastating an event like this is or how much we feel for our customer’s family and friends,” Tesla

said on its website March 30.

Earlier in March, a self-driving Volvo SUV being tested by ride-hailing service Uber struck and killed a pedestrian in Arizona.

Tesla Inc. defended its Autopilot feature, saying that while it doesn’t prevent all accidents, it makes them less likely to occur than vehicles without it.

Federal investigators are looking into last week’s crash, as well as a separate crash in January of a Tesla Model S that may have been operating under the Autopilot system.

On April 2, the National Transportation Safety Board said it’s “unhappy” about Tesla’s decision to release information in a fatal crash investigation involving its Autopilot system.

The NTSB was referring to the vehicle, using the semi-autonomous system, that crashed into a concrete lane divider in California last month, which ended up killing the driver.

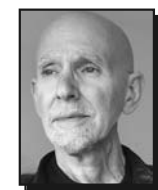
Tesla spokespeople said that data shows the driver did not have his hands on the wheel, as recommended, and received several warnings from the system prior to the crash.

Christopher T. O’Neil is a spokesman for the NTSB. He says, “In each of our investigations involving a Tesla vehicle, Tesla has been extremely cooperative on assisting with the vehicle data.” He adds, “the NTSB is unhappy with the release of investigative information by Tesla.”

The NTSB says its next update will come in a preliminary report, which generally takes weeks.

# SPRING IS HERE AND THE LEASE PROGRAMS ARE GREAT

## CALL FOR THE LOWEST PRICE



Please call with the vehicle you desire and you will be delighted with the payment.

**CALL BRUCE LITVIN - 24/7 & 365 - OVER 40 YEARS OF QUALITY SERVICE** **CELL # 1-586-405-5175** **blitvin@lunghamer.com**

# 1-888-665-5438

## Joe Lunghamer



CHEVY



BUICK



GMC

475 SUMMIT DRIVE • 248-292-2502 • 5825 HIGHLAND RD. (M59) • WATERFORD

## Thank You for Making Buff Whelan #1 in the Country for 2017

OVER 1,000 New Chevrolets in Stock!



CALL JEFF CAUL 586-274-0396



2018 CHEVY SILVERADO 4X4

ALL-STAR PKG • DBL CAB \$196+ TAX WITH \$0 DOWN 24 MTH LEASE 10,000 MILES

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

2018 MALIBU LT

\$193+ TAX WITH \$0 DOWN 36 MTH LEASE 10,000 MILES

COURTESY VEHICLE WITH APPROX. 2,500 MILES WITH GM LEASE LOYALTY • NO SECURITY DEPOSIT REQUIRED Equipped with Power Locks, Power Windows, Power Mirrors, Keyless Entry, Back-Up Camera, Touch Screen Radio, Bluetooth, OnStar & More...



2018 CHEVY EQUINOX 1LT

\$166+ TAX WITH \$0 DOWN 24 MTH LEASE 10,000 MILES

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

Free shuttle service to home, office or shopping.

## buff whelan chevrolet

WHERE THE DEALS MAKE THE DIFFERENCE, EVERY DAY SINCE 1970!

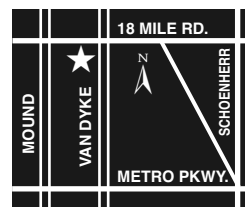
Van Dyke • South of 18 Mile • Sterling Heights



CHEVY

PEP QUOTES BY PHONE OR EMAIL: JEFF CAUL AT JCAUL@BUFFWHELAN.COM

Jeff Caul 586-274-0396



CONVENIENT HOURS: MON. & THURS. 8:30AM-9PM / TUES., WED. & FRI. 8:30AM-6:30PM / FIND NEW ROADS

\*See dealer for details. All Rebates/Incentives have been deducted from sale price/payment and are subject to change by manufacturer without notice. GM Employee discount required on the Silverado and Malibu leases. GM Supplier Discount of Supplier Discount for Friends required on the Equinox lease. The Silverado and Malibu leases assume that you qualify for GM Lease Loyalty. To qualify for GM Lease Loyalty you must have a GM Lease in the household excluding Cadillac. The Equinox lease assumes you have a 1999 or newer qualifying Competitive Vehicle in the household. All lease payments are based on 10,000 miles per year. 1st payment, tax, title and plate fee due at signing on all leases unless otherwise noted. All deals expire 04/30/2018.





# Grace Centers of Hope™

Serving those in need since 1942

Join us as we feed and give hope to those need it most this Holiday season. Please purchase your meal tickets today for \$2.05 each.

Donations to the Grace Centers of Hope Holiday Meal Ticket Campaign can be made online at [www.GraceCentersofHope.org](http://www.GraceCentersofHope.org) or by calling 1-855-Help-GCH. Meal tickets can also be purchased at each of the Grace Centers of Hope Thrift Stores.

# NADA Creates Recall Information Program

To keep the public informed about vehicle safety, the National Automobile Dealers Association (NADA) joined with the National Safety Council (NSC) in support of its Check To Protect campaign.

The campaign is designed to educate the public about the importance of addressing open vehicle recalls, said FCA spokesman Jeff Bennett.

NADA chairman and FCA US dealer Wes Lutz made the announcement last month at the NADA conference and convention in Las Vegas, Bennett said.

Lutz also intends to promote Check To Protect on his dealership websites and during interactions with customers.

He encouraged fellow auto dealers to follow his lead by using and promoting CheckToProtect.org as the go-to resource for drivers to learn whether a vehicle has an open recall.

“NADA wholeheartedly supports the National Safety Council’s Check To Protect initiative, and is proud to be a partner in its efforts to educate and raise awareness about the importance of getting recall repairs completed,” said Lutz, owner of Extreme Dodge-Chrysler-Jeep-Ram dealership located in Jackson, Mich.

“I’m honored to be the first dealer to link directly to the Check To Protect website from my dealership home page, and I’m encouraging all franchised dealers, of every brand, to do so as well.”

The council said it is grateful for NADA’s support and encourages vehicle owners to go to CheckToProtect.org to review their recall status, Lutz said.

Those with an open recall are encouraged to make an appointment with their certified auto dealer today, he said. All recalls are 100 percent free for drivers

to have repaired at authorized dealerships regardless of the age of the vehicle.

“For Check To Protect to work on a national level, the National Safety Council knows it needs dealer support,” said Kelly Nantel, vice president of communications and advocacy for the Council.

“At the end of the day, dealers are the ones who repair the open recalls and close the loop.

“This relationship raises awareness about the Check To Protect campaign among dealers, drivers and their communities – all places we want to spread the word.”

The council launched Check To Protect in June 2017. Since that time, more than 100,000 people have visited CheckToProtect.org to learn whether their vehicle has an open recall.

FCA US is a founding partner of Check To Protect, Bennett said.

“Recall awareness and compliance are critically important to road safety,” said Kristen Kreibich, Safety Advocacy, FCA U.S. Vehicle Safety and Regulatory Compliance.

“FCA US is proud to be working with NSC to develop Check To Protect.”

NADA began in 1917 when 30 auto dealers traveled to the nation’s capital to convince Congress not to impose a luxury tax on the automobile, Bennett said. They successfully argued that the automobile is a necessity of American life, not a luxury. From that experience, NADA was born. Today, NADA represents nearly 16,500 new car and truck dealerships, with both domestic and international franchises.

# Ford March Sales ‘Edge’ Up

CONTINUED FROM PAGE 1

With total sales of 87,011 pickups, Ford F-Series saw its best March performance since 2000, making for 11 consecutive months of gains.

Another element of Ford’s lineup showing strength were Ford brand’s SUVs which saw sales increase by 7.3 percent last month, turning in an all-time record for the month of March.

Sales of Ford EcoSport totaled 3,296 vehicles, while Ford Explorer gained 3.9 percent overall and Ford Edge sales expanded 18.7 percent.

As dealer inventories improve, sales of new Ford Expedition are growing; retail sales climbed 46.1 percent in March, Merkle said.

And retail sales of the new Lincoln Navigator saw a triple-digit increase in March, gaining 101.6 percent on a mix of 80 percent Black Label and Reserve models – Lincoln’s two highest trim levels. Average transaction pricing for Navigator grew \$25,600, Merkle said.

“March represented a strong start to the spring selling season for both Ford and the industry,” said Mark LaNeve, Ford vice president, U.S. Marketing, Sales and Service.

“We saw incredible demand for our trucks and SUVs, selling over 87,000 F-Series pickups. Ford brand SUVs established a new sales record in March.

“Demand for our all-new Lincoln Navigator is off the charts, with some customers buying the SUV sight unseen.

“Our all-new Ford Expedition is moving off dealer lots in 17 days or less. We’re seeing growth in all regions of the country, plus strong demand for Platinum Expedition.

“This high-trim-level SUV represented 26 percent of sales last month, expanding transaction pricing by \$11,500.”

LaNeve added that Ford’s total fleet sales were 34.9 percent of total vehicle sales for March 2018. That is about the same for the same time last year when total fleet sales accounted for 33.7 percent of total vehicle sales.

The trend toward vehicle sales being dominated by SUVs and trucks continues, Merkle said. Sale of traditional cars were 52,635 in March of 2018. That’s 8.1 percent down from March 2017’s sales of 57,244.

SUV sales, on the other hand, were 82,395 compared to 76,625 sold in March of 2017 – an increase of 7.5 percent. And truck sales continue to be the company’s leaders. Ford sold a total of 109,276 in March of 2018. That’s a 6.7 percent increase over last year’s 102,381 in March sales.

Apropos of nothing, Ford’s total March car sales were exactly 50,000 in 2018. The 2017 sales number was 53,780.

Merkle said the Ford Focus saw a sales increase of 11.8 percent, selling 16,137 in March compared to sales of 14,437 the same time in 2017.

On the other hand, Taurus sales dropped from 4,030 in 2017 to 2,569 in 2018 – a 36 percent decline.

# Ford Loses Discrimination Lawsuit

DETROIT (AP) – A jury has awarded nearly \$17 million to a former Ford engineer who sued the automaker for discrimination because he says two supervisors repeatedly berated and criticized him for his Arab background and accent.

On March 28, a federal jury in Michigan ruled that Faisal Khalaf was subjected to workplace discrimination and retaliation after he reported the abuse, the *Detroit Free Press* reported. Khalaf was born in Lebanon and holds a PhD in industrial engineering. He worked for the automaker for more than 15 years.

“There was a high-level executive at Ford Motor Co. that my client reported to . . . that would berate him and criticize him week after week about his English,” said attorney Carol Laughbaum.

One of Khalaf’s supervisors would slam his fist on a table and scream at him for his English, according to Laughbaum.

“It wasn’t a matter of ‘Please, can you repeat this?’ but ‘What is wrong with you? Why don’t you understand this?’” she said.

The jury awarded Khalaf \$15

million in punitive damages, \$1.7 million in retirement and pension losses, and \$100,000 for emotional distress for the actions of Ford supervisors Bennie Fowler and Jay Zhou.

A Ford representative said the company disagrees with the verdict and is pursuing options to get it “corrected.” The case was filed under a statute that allows unlimited punitive damages. The intention was to punish the defendant and deter them from future discriminatory employment practices, said Laughbaum.

The harassment started when Khalaf was placed under Fowler’s supervision in 2012.

Before the supervisory change, Khalaf earned a “top achiever” performance rating. After, Khalaf received frequent and unwarranted criticism and hostility over his ability to speak and understand English. He was put into “demeaning” and “servile” positions, including being asked to bring Fowler coffee, according to the complaint.

Fowler retired in October 2017, and Zhou continues to serve as Ford’s executive technical leader for quality.

# Catch Detroit Auto Scene when you’re on the go.

Detroit Auto Industry News and Advertising DetroitAutoScene.com ©Springer Publishing Co., Inc.

## Detroit Auto Scene®

DECEMBER 8, 2014

Information Page Since 1933 – originating as the New Center News contact News Dept

Open This Week’s Edition or click on image at right >>>

News of the Automotive, Technology and Supplier Community

CLICK TO PRINTABLE PDF for examples of small ads in actual size with prices

Advertising Rates contact Ad Dept

return to TOP OF PAGE

THIS SITE IS UPDATED ON THE WEEKEND FOR MONDAY, IN TIME FOR THE CURRENT BUSINESS WEEK.



## Our classic tabloid format fits most of today’s mobile device screen resolutions. The scrollable pdf is viewable on tablet or smartphone.

# DetroitAutoScene.com





# SPRING Sales Event!

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



## 2018 TRAX "LS"

- Color Touch Screen Radio!
- Remote Keyless Entry!
- Rear Vision Camera!
- Steering Wheel Audio/Phone Controls!
- LED Daytime Running Lights!
- Bluetooth for Phone!

Stock# J43176

24 MONTH LEASE

**\$139\***

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

**NO Employee Discount REQUIRED!**

Was \$21,995    Sale Price: **\$16,219\***

\$999 Down

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



## 2018 EQUINOX "LT"

- Color Touch Screen Radio!
- Rear Power Liftgate!
- Rear Vision Camera!
- Remote Start and Entry!
- Heated Front Seats!
- Push Button Start!

Stock# J41350

**NO Employee Discount REQUIRED!**

Was \$30,035    Sale Price: **\$24,435\***

24 MONTH LEASE

**\$139\***

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

\$999 Down

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

## 2018 SILVERADO "LT" 4WD DOUBLE CAB



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

Stock# J41931

**NO Employee Discount REQUIRED!**

Was \$41,910    Sale Price: **\$31,989\***

24 MONTH LEASE

**\$159\***

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

\$999 Down

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



## 2018 CRUZE "LS"

- 1.4L Turbo VVT DOHC Engine!
- Automatic Transmission!
- Color Touch Screen Radio!
- Remote Keyless Entry!
- Rear Vision Camera!
- Bluetooth for Phone!

Stock# J41114

Was \$20,400    Sale Price: **\$16,169\***

36 MONTH LEASE

**\$169\***

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

\$999 Down

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



## 2018 COLORADO "LT" 4X4 EXTENDED CAB

- Color Touch Screen Radio!
- GM Bedliner INCLUDED!
- Locking Rear Differential!
- Sliding Rear Window!
- Remote Start and Entry!
- Aluminum Wheels!

Stock# J40574

Was \$32,830    Sale Price: **\$28,026\***

24 MONTH LEASE

**\$179\***

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

\$999 Down

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

**We NEED Your Trade! We'll Give You \$1000 Over Kelley Blue Book... GUARANTEED!\***



**RICH MILNE**  
rmilne@moranautomotive.com



**DAVID BERCEL JR.**  
dberceljr@moranautomotive.com

### SHOWROOM HOURS:

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

**(586) 791-1010**

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

\*Pictures may not represent actual sale vehicle. All applicable incentives including bonus cash, bonus tags, competitive brand, lease conquest and/or lease loyalty offers have been deducted from Sale Prices/Payments and are subject to change by the manufacturer without notice and are plus title, tax, plate and CVR fees and were valid at time of printing. GM Employee discount require except where noted. Leases are 10,000 miles per year. Disposition fee may be required at lease turn in. \$1000 over Kelley Blue Book offer is on 2004-2015 vehicles with clean Carfax minus reconditioning costs. Certain restrictions apply, see dealer for complete details on all incentives/offers. Sale ends 4/13/2018 @ 6:00PM.







# ED RINKE

  
  
**100 YEARS IN BUSINESS**

**WE ARE PROFESSIONAL GRADE 2017 DEALER OF THE YEAR AWARDED BY GENERAL MOTORS CORPORATION**

<b>2018 GMC SIERRA 1500 DBL. CAB ELEVATION EDITION</b> PURCHASE FOR <b>\$31,449*</b> STOCK #G582263  LEASE FOR <b>\$139*</b> PER MONTH   <b>24</b> MONTHS   <b>\$999</b> DOWN	<b>2018 GMC CANYON SLE EXT CAB</b> PURCHASE FOR <b>\$31,269*</b> STOCK #G582849  LEASE FOR <b>\$199*</b> PER MONTH   <b>24</b> MONTHS   <b>\$999</b> DOWN	<b>2018 GMC YUKON SLE</b> PURCHASE FOR <b>\$48,659*</b> STOCK #G582764  LEASE FOR <b>\$389*</b> PER MONTH   <b>36</b> MONTHS   <b>\$1,499</b> DOWN	<b>2018 GMC SIERRA 1500 DENALI CREW CAB</b> PURCHASE FOR <b>\$43,899*</b> STOCK #G580965  LEASE FOR <b>\$339*</b> PER MONTH   <b>36</b> MONTHS   <b>\$999</b> DOWN	<b>2018 GMC TERRAIN SLT</b> PURCHASE FOR <b>\$26,039*</b> STOCK #G82511  LEASE FOR <b>\$149*</b> PER MONTH   <b>24</b> MONTHS   <b>\$999</b> DOWN
--	--	--	---	--

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



<b>2018 BUICK ENCORE PREFERRED</b> PURCHASE FOR <b>\$17,579*</b> STOCK #B583160  LEASE FOR <b>\$99*</b> PER MONTH   <b>24</b> MONTHS   <b>\$999</b> DOWN	<b>2018 BUICK ENVISION PREFERRED</b> PURCHASE FOR <b>\$27,649*</b> STOCK #B582784  LEASE FOR <b>\$249*</b> PER MONTH   <b>36</b> MONTHS   <b>\$999</b> DOWN	<b>2018 BUICK CASCADA PREMIUM</b> PURCHASE FOR <b>\$29,649*</b> STOCK #B480133  LEASE FOR <b>\$389*</b> PER MONTH   <b>39</b> MONTHS   <b>\$999</b> DOWN	<b>2018 BUICK ENCLAVE ESSENCE</b> PURCHASE FOR <b>\$37,969*</b> STOCK #B580686  LEASE FOR <b>\$309*</b> PER MONTH   <b>24</b> MONTHS   <b>\$1,499</b> DOWN	<b>2018 BUICK REGAL PREFERRED SPORTBACK</b> PURCHASE FOR <b>\$23,389*</b> STOCK #B480143  LEASE FOR <b>\$249*</b> PER MONTH   <b>36</b> MONTHS   <b>\$1,499</b> DOWN
--	---	---	--	--

**SHOWROOM HOURS:**  
**MON. & THURS. 8:30AM-9PM**  
**TUES., WED. & FRI. 8:30AM-6PM**  
**VISIT OUR WEBSITE: edrinke.com**

*We'll give you a \$3,500 minimum for your 2003 or newer trade in. See us for your GM Employee purchases.*  

# 1-866-452-1300

**26125 VAN DYKE AT 10 1/2 MILE ROAD**  
*Now looking for experienced salespeople to join our team!*

**Paul Makowski**  
pmakowski@edrinke.com  
**Art Kurgin**  
akurgin@edrinke.com

All prices and payments include GM rebates. Pictures may not represent actual vehicle. Pricing subject to change per GM incentives. Prices and payments are inclusive of active GM employee discount (unless otherwise stated). 2018 Models are price and discounted at supplier unless otherwise stated. All leases are 10,000 miles per year with approved S Tier credit. All Vehicles shown are \$999 down unless otherwise stated. Disposition Fee may be required at vehicle turn in. Must have select conquest vehicle in household on certain models. Prices and payments are plus tax, title, plate, refundable security deposit required on certain vehicles – to be determined by lender. Purchase pricing is gm employee discount plus title, taxes and fees. Pricing is subject to bonus cash- while supplies last. \*\*\$3,500 trade in is valid on 2003 or newer vehicles w/ under 115k miles in drivable condition, no branded titles, reconditioning determined by appraiser. Certain restrictions may apply, see dealer for complete details. Volt is a former courtesy vehicle\*\* Exp date: 4/2/2018.



# ED RINKE

  
**100 YEARS IN BUSINESS**

**2017 DEALER OF THE YEAR AWARDED BY GENERAL MOTORS CORPORATION**

**WE'LL GIVE YOU A \$3,500 MINIMUM FOR YOUR 2003 OR NEWER TRADE IN**

<b>2018 CHEVY SILVERADO 1500 LT DBL CAB</b> LEASE FOR <b>\$99*</b> PER MONTH OR <b>\$30,309*</b> PURCHASE FOR <b>24</b> MONTHS <b>\$999</b> DOWN STOCK #580771	<b>2018 CHEVY CAMARO LT</b> LEASE FOR <b>\$299*</b> PER MONTH OR <b>\$24,749*</b> PURCHASE FOR <b>39</b> MONTHS <b>\$999</b> DOWN STOCK #480066	<b>2018 CHEVY CRUZE LT</b> LEASE FOR <b>\$159*</b> PER MONTH OR <b>\$17,989*</b> PURCHASE FOR <b>36</b> MONTHS <b>\$999</b> DOWN STOCK #480203	<b>2018 CHEVY EQUINOX LT</b> LEASE FOR <b>\$99*</b> PER MONTH OR <b>\$24,539*</b> PURCHASE FOR <b>24</b> MONTHS <b>\$999</b> DOWN STOCK #580189
<b>2018 CHEVY MALIBU LT</b> LEASE FOR <b>\$149*</b> PER MONTH OR <b>\$20,169*</b> PURCHASE FOR <b>24</b> MONTHS <b>\$999</b> DOWN STOCK #480208	<b>2018 VOLT LT FORMER COURTESY VEHICLE</b> LEASE FOR <b>\$199*</b> PER MONTH OR <b>\$28,179*</b> PURCHASE FOR <b>39</b> MONTHS <b>\$999</b> DOWN STOCK #480033	<b>2018 CHEVY TRAX LS</b> LEASE FOR <b>\$99*</b> PER MONTH OR <b>\$15,339*</b> PURCHASE FOR <b>24</b> MONTHS <b>\$999</b> DOWN STOCK #583439	<b>2018 CHEVY COLORADO Z71 EXT CAB</b> LEASE FOR <b>\$169*</b> PER MONTH OR <b>\$32,329*</b> PURCHASE FOR <b>24</b> MONTHS <b>\$999</b> DOWN STOCK #582821

**GM CARD TOP OFF UP TO \$3,000 • NO APPOINTMENTS NECESSARY FOR OIL CHANGES**

## ED RINKE

**Certified Service**

**GM SERVICE CENTER**  
**MICHIGAN'S LARGEST • SERVICE DEPT. • PARTS • BODY SHOP**  

# 866-452-1547

**26125 Van Dyke @ 10 1/2 Mile • Center Line, MI 48015**  
**SERVICE HOURS: Monday & Thursday 6:30am-9:00pm; Tuesday, Wednesday & Friday 6:30am-6:00pm • Shuttle at 6:30am - Pick-up Both Ways • All Day starting at 6:30am.**

### Quick Oil Change EXPRESS LANE

**LUBE OIL FILTER**  
**\$23.95** Up to 5 qts.  
Fluid Level, Brake & Alignment Check Included.  
  
We use Genuine GM Oil & Filter  
No additional or hidden charges. Out the door pricing.  
**Open Mondays & Thursdays until 8:30pm**  
Excludes synthetic, Diesel & Med. Duty Trucks.  
Most GM cars & trucks. One coupon per customer.  
Must present coupon with order. Plus tax. Expires 4-30-18.

### BODY SHOP

**586-754-7000 ext 1231**  
**INSURANCE WRECK AMENDED**  
**TRANSPORTATION AVAILABLE**  
During Scheduled Repairs  
**FREE OIL CHANGE With Each Major Repair**  
**WE REPAIR ALL MAKE & MODELS**  
**Certified Service**

See us for your GM Employee purchases. Now looking for experienced salespeople to join our team!

# 1-877-451-7707

**26125 VAN DYKE AT 10 1/2 MILE ROAD**  
**NO DOC FEES**  
Find Us on FACEBOOK  
**Nicole Dodge**  
nhuminski@edrinke.com  
**Greg DeGrandis**  
gdegrandis@edrinke.com  
**Jim Pfeiffe**  
jpfeiffe@edrinke.com

**SHOWROOM HOURS: MON. & THURS. 8:30AM-9PM / TUES., WED. & FRI. 8:30AM-6PM / FIND NEW ROADS™**

All prices and payments include GM rebates. Pictures may not represent actual vehicle. Pricing subject to change per GM incentives. Prices and payments are inclusive of active GM employee discount (unless otherwise stated). 2018 Models are price and discounted at supplier unless otherwise stated. All leases are 10,000 miles per year with approved S Tier credit. All Vehicles shown are \$999 down unless otherwise stated. Disposition Fee may be required at vehicle turn in. Must have select conquest vehicle in household on certain models. Prices and payments are plus tax, title, plate, refundable security deposit required on certain vehicles – to be determined by lender. Purchase pricing is gm employee discount plus title, taxes and fees. Pricing is subject to bonus cash- while supplies last. \*\*\$3,500 trade in is valid on 2003 or newer vehicles w/ under 115k miles in drivable condition, no branded titles, reconditioning determined by appraiser. Certain restrictions may apply, see dealer for complete details. Volt is a former courtesy vehicle\*\* Volt is a former courtesy car. Exp date: 4/2/2018.

