

I-696's Construction to Slam Commuters

I-696 is closing down for repairs starting in a couple of weeks. That was the message presented by the Michigan Department of Transportation (MDOT) at a special information meeting held

in the Warren city hall on April 11. Courtney Defauw, an MDOT construction engineer, was one of several state officials on hand to answer questions from the public.

She said that the project, which will affect I-696 in Macomb and Oakland counties, has been in the planning stages for quite some time.

CONTINUED ON PAGE 2



Defauw shows off the MDOT map that details road construction along I-696 this summer.



2019 Camaro Turbo 1LE

The 2019 Chevrolet Car Lineup is Reinvigorated

The 2019 Camaro joins Cruze, Malibu and Spark as part of Chevrolet's revitalized 2019 lineup of cars. Chevrolet's reinvigorated 2019 Camaro lineup with distinctive designs, new available technologies and the first-ever Turbo 1LE, said GM spokesman Ron Kiino.

"Lauded since its introduction for its balance of driving fun, re-

finement and value, the restyled 2019 Camaro reaches even higher with more of the design, technology and choices that customers want," said Steve Majors, Chevrolet marketing director for Cars and Crossovers. "It's a performer with few competitors and a pillar of Chevrolet's energized car lineup."

CONTINUED ON PAGE 4

Detroit OEMs Display Their Latest Tech at SAE's WCX



Dowd at the recent WCX event with GM's autonomous test vehicle.

GM Autonomous Test Car Proves to be Hit

by Jim Stickford

The Society of Automotive Engineers (SAE) held its annual World Congress Experience (WCX) last week, and GM brought some of its latest technology to show off.

Gary Dowd Engineering group manager at GM's Global Propulsion Systems facility in Milford, was one of the engineers on hand to talk about GM tech on display, which included a 2018 Cruise self-driving test vehicle.

Dowd said he is in charge of a group that validates vehicles

from the standpoint of what a customer experiences. "All the feedback that is supposed to be viewed by driver," Dowd said. "We validate - test - the information being displayed to

make sure that it does what it is supposed to do. For example, how does the charge light work? Is it blinking to show that the vehicle

CONTINUED ON PAGE 3



Mayne shows off the Wrangler's new hi-def rearview camera.

Ford Has Partnerships for Providing Service

Auto manufacturers are seeing radical changes in the way they are doing business, Ford included. And one way the company is doing business now is to join forces with service providers to take advantage of changes in today's service economy.

Darcy Salman, a global leader for Ford's Global Commercial Solutions, said her department's "space is vehicle management as a service."

What that means is that Ford is teaming up with companies like Postmates to provide services to third parties, Salman said.

In the case of the Ford-Postmates partnership, Ford provides Postmates with the service delivery vehicles and Postmates provides delivery services to small businesses.

"This system is good because it enables the market to reach out to customers more effectively," Salman said. "People have data at their fingertips as a result of using Postmates and can better

manage their business. For a small monthly fee, Postmates will transport items to their final destination. Say you're a company who wants to deliver goods from your shop to your customers. But you don't want the hassle of maintaining your own fleet of ve-

hicles with drivers. You subcontract the work to Postmates. Postmates gets their vehicles from Ford. We provide the hardware and they perform the service and get customers."

CONTINUED ON PAGE 6



Salman in front of a Ford-Postmates delivery van.

New Wrangler Example of Auto Technology in Action

by Jim Stickford

Those who visited the FCA display at the SAE WCX gathering in Detroit last week got to see a 2019 Jeep Wrangler.

Any why not, said FCA spokesman Eric Mayne. The Wrangler is an example of the best automotive engineering and automotive technology coming together into a real-world product that can be purchased by drivers today.

"Take for example, the rear view camera on the new Wran-

gler," Mayne said. "These days all cars have cameras in the rear of the vehicle that sends an image to the display that driver can see. Well, the Wrangler has an iconic look, and part of that look is a spare tire that is mounted on the back of the Jeep. So how does FCA place a camera that gives the driver a good view of what is behind the vehicle."

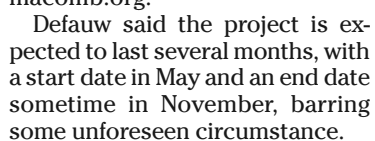
The answer was to place a high definition camera in the bolt that holds the spare tire in place.

CONTINUED ON PAGE 4

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The meeting to appoint the temporary County Clerk/Register of Deeds has been rescheduled to Monday, May 7, 2018 at noon in the 16th Judicial Circuit Court Jury Room located on the first floor of the Macomb County Court Building, said Macomb county spokesperson John Nizol.

Defauw said that prep work for the final phase before construction should begin on April 16. This work will determine exactly



All lanes in Oakland County will be open weekdays during daytime hours, Cross said. Multiple lanes will be closed nights and weekend, with a minimum of one lane open in each direction

With this strengthened presence, the Group will accelerate the development of technologies for Smart Life on Board and Sustainable Mobility through reinforced customer intimacy and the establishment of some new technology partnerships, said Faurecia

"The opening of our new headquarters and tech center is a key milestone in Faurecia's history in Japan," said Olivier Fidry, president of Faurecia Japan. "Bringing all of our businesses and technology activities together in this sophisticated new complex is an important move forward that will bring us even closer to our customers. Our goal is to strengthen our relationships with Japanese automakers to support their technology transformation especially

"We will be adjusting the traffic signals on the streets that people will use as alternate routes during construction," Defauw said. "It always takes a couple of weeks to dial in the optimal times for the signals to help traffic flow. And it also takes a couple of weeks for people to get used to the situation and adjust their schedules and travel routes accordingly. But once the work is done, I think people will notice how nice the road is. Its condition was so bad, we had to put in temporary patches on eastbound I-696 in March even though the road will be completely redone because it was in such bad condition. This is needed work."

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GM Displays Latest Tech at SAE

CONTINUED FROM PAGE 1

needs a charge and solid if it doesn't. Does the driver see that and process the information the way it is meant to be processed."

Dowd said this kind of testing is important because everyone wants "the latest and greatest" technology in their vehicles. But that technology needs to be validated from the customer's point of view.

"GM has announced that it plans on releasing an autonomous vehicle for limited use in California by the end of the calendar year 2019," Dowd said. "That's the plan, but things can change."

That requires a lot of testing, Dowd said. From GM's perspective, the company wants to make sure that it has great products and means testing to validate designs.

Having an autonomous test vehicle on display generated a lot of interest. Dowd said that he was able to speak with engineers

from around the world about the Cruise.

"The biggest question I am getting is how many sensors does this car have," Dowd said. "Is the vehicle electric or gas-powered? It's based on the bolt platform and GM is adding autonomous functionality. Validation can take up to a year or more. Development of a vehicle can take three years or more. But it's like Mary Barra says – we want zero crashes, zero congestion and 100 percent safety."

The other vehicle at GM's SAE display was the 2018 Cadillac CT6 Platinum with Super Cruise.

Roman Mundel, an engineer out of GM's Global Propulsion Systems in Pontiac, said that vehicle was there because it has an industry-first Super Cruise technology that allows the vehicle to be driven hands-free on the freeway.

"A lot of people are interested in the Super Cruise tech," Mundel said. "It will drive for you on the highway by keeping you in your

lane and it will track the car in front of you to keep the distance between your car the one in front.

As an engineer, I've driven the CTS for 10 years, but it's not as advanced as this model, and I say that as someone who loves Cadillacs."

Mundel said his work on the CT6 dealt with the 3L twin-turbo engine. By having twin turbos, the car is able to get more than 400 horsepower. That makes it fast and powerful.

"This is an example of Cadillac working to make sure that its vehicles have the most modern engineering," Mundel said.

"It's things like this car having titanium-aluminide wheels. They are lighter and ramp up faster, which makes the car's start faster."

This kind of engineering and design tech show that the company is creating and applying the latest technology to its vehicles now. It has the company staying ahead of the curve.

Warren Library is Hosting Interesting Events This April

The Warren library will be holding several events in April of interest to the public.

On Monday, April 16, Latoya Hall from Wayne State's Institute of Gerontology, will speak to people about how con artists try to scam the elderly. Topics covered will include identity theft techniques and how to protect one's

identity. This will take place between 6 and 7:30 p.m. in the Warren Civic Center Branch. Call 586-574-4564 to reserve a spot.

On Thursday, April 19, author Maureen Dunphy comes to Civic Center branch to discuss her 2017 Michigan Notable Book, "Great Lakes Island Escapes". Hear about her adventures as

she made 27 trips visiting 136 Great Lakes Basin Islands by ferry and bridge. Registration is required; please call 586-574-4564 or register online.

A special "Beatles Forever" sing-along event is scheduled at the Civic Center branch on Monday, April 23, starting at 6 p.m. Children must be accompanied.

County's Quit Smoking Plan

The Macomb County Health Department wants to make sure that all tobacco users know that the state of Michigan has expanded its cessation program to all Michigan residents through May 31, said Macomb County spokeswoman Roneeka Pleasant Brown.

The Michigan Tobacco Quitline will offer a free, two-week supply of nicotine gum, patches or lozenges for all new enrollees who want to quit smoking or chewing tobacco. Program en-

rollees will receive a coach who will assist them in setting a quit date, choosing a nicotine replacement product and making an individualized quit plan. The coach will provide support with up to four telephone coaching sessions scheduled around the caller's quit date.

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Latest Camaro Gets a Powerful Upgrade

CONTINUED FROM PAGE 1

Highlights include:

- Camaro SS now offered with 10L80 10-speed paddle-shift automatic transmission featuring custom launch control and line lock.
- Chevrolet Infotainment 3 systems, including available navigation.
- New available Rear Camera Mirror.
- New available Forward Collision Alert.

The 2019 Camaro's updated designs are not only striking but also help to improve performance, Kiino said. For instance, the grille details and hood and fascia vents were designed for optimized air flow, either to cool components or help minimize drag or lift. Camaro designers follow the mantra that all elements must not only be beautiful but also enhance performance.

Design highlights include new front-end styling with distinct differences between LS/LT, RS and SS, including the fascia,

grille, LED dual-element headlamps and reshaped hood (ZL1 retains its airflow-optimized front-end styling).

The SS-specific front fascia comes with a "flowtie" open bowtie grille emblem and aerodynamic air curtains, specific headlamps with new LED signature and extractor-style hood.

The RS Appearance Package is now available on LT adds unique polished black grille with Galvano Chrome lower inserts, new LED headlamps with LED signature light bar, specific rear fascia with rear diffuser and 20-inch wheels, Kiino said. The new rear fascias for all models have specific diffusers on RS and SS when equipped with Dual Mode Exhaust.

The new Camaro Turbo 1LE joins the V6 1LE, SS 1LE and ZL1 1LE to round out Camaro's lineup of 1LE track stars. Leveraging the impressive performance and ideal weight distribution enabled by Camaro's 2.0L turbocharged engine, the Turbo 1LE comes exclusively with a six-speed manual transmission

and a tailored chassis package derived from the V6 1LE to offer track-capable performance.

Highlights include:

- FE3 suspension with larger diameter front and rear stabilizer bars, specifically tuned dampers, stiffer rear cradle bushings and cross-axis ball joints in the rear tow links that enhance lateral stiffness.
- Split front/rear summer-only tire sizes: P245/40R20 (front) and P275/35R20 (rear).
- 2.0L turbo engine with 275 hp and 295 lb-ft of torque.
- Brembo brake package with low-metallic performance pads.
- Nearly 50/50 weight balance.
- Driver Mode Selector with Sport Mode and new Track Mode; Competition Mode (within Sport and Track Modes) includes performance instrument readouts, launch control, shift lights.
- Standard sueded flat-bottom steering wheel and shift knob plus available Recaro seats.

The 2019 Camaro offers Chevrolet's next-generation Infotainment 3 with all-new systems that provide a more personalized experience and a more intuitive interface, Kiino said.

They're the most advanced infotainment systems ever from Chevrolet, with functionality that mimics the latest smartphones and tablets, and cloud connection designed to enhance personalization, available navigation, voice recognition, apps and more. They even allow vehicle software updates to be automatically uploaded over the air.

The standard system features a 7-inch-diagonal color touchscreen. An 8-inch diagonal touchscreen running Infotainment 3 is available, including one with navigation.

FCA's Latest Wrangler Shows How to Combine New Techs

CONTINUED FROM PAGE 1

"This gives the Wrangler an unobstructed view with a hi-def camera that allows us to keep the Wrangler's iconic look," Payne said. "That's quite an achievement because it allows us to keep up with the times with a vehicle that has a strong fanbase that wants everything new, but doesn't want anything, look-wise, to change."

In addition to things like hi-def rear-view cameras, the new Wrangler boasts FCA's eTorque engine, Mayne said. The eTorque uses an 48-volt electric engine to help boost the Wrangler during the start-stop process of driving.

"It replaces the conventional alternator," Mayne said. "It is absolutely seamless when you drive the vehicle. When I first drove it, I couldn't believe how smooth it operated. This eTorque provides a fuel economy benefit to the Wrangler and the Ram 1500. These are the two vehicles that currently use this system."

Improving a vehicle's mileage and performance are important because the public demands a good ride and the government has mileage standards, Mayne said. Getting the results that are required means making improvements to a vehicle's technology. No single thing leads to better mileage or performance. But by having things like hi-def cameras and eTorque engines, the Wrangler is able to keep up with the requirements of the marketplace.

"The theme of FCA's powertrain strategy is to optimize proven products and known technology like the automatic transmission and the internal combustion engine. The Wrangler is

the perfect example of that philosophy, with the eTorque system and its 8-speed TorqueFlite transmission."

The TorqueFlite 8-speed transmission has a broad gear spread maximizes torque at low engine speeds, fuel economy with a relatively high final overdrive, and promotes performance at any combination of vehicle speed and load, Mayne said.

"We need the innovation of suppliers"

— Sig Huber, FCA

At just over 200 pounds, the transmission is relatively lightweight. The transmission is designed for engine speeds up to 5,500 rpm Torque converter lockup is available in all eight gears, which further promotes fuel economy. The TorqueFlite 8 uses a shift-by-wire electronic shift control system; there are no cables or mechanical linkages and therefore gears are selected electronically, Mayne said. It is advertised that the transmission accomplishes shifts in 200 ms or less, a characteristic that allows for rapid, crisp gear changes.

And part of keeping up with changes in the auto industry is working with suppliers, Mayne said. That's why FCA took the opportunity to meet with suppliers to hear their pitches on new ideas at WCX.

Sig Huber, FCA global director and head of Supplier Relations & Risk Management said that 75 percent of the parts that go into an average FCA vehicle come from suppliers. To be able to meet with suppliers at the SAE WCX and hear their ideas for how to make better parts and provide FCA with better services is a great opportunity.

"We need the innovation of suppliers," Huber said. "We've had several meetings and they were about all different kinds of technology."

Even if FCA doesn't buy a particular idea, the meetings give suppliers the chance to meet with engineers at FCA and strengthen relationships.

Mike Salari, executive vice president of Engineering Services for ESI Group in Farmington Hills, said that he and his colleagues appreciated the chance to meet with FCA engineers.

"It's exciting to be able to discuss the challenges of the industry like this," Salari said. "Our customers face historic challenges to transform their autos. They need to deploy new technology to create accurate virtual test models."

ESI has the ability to meet those needs and by being able to speak with engineers at FCA, both companies get a better understanding of what is needed and both can win.

Huber said that there is a lot of interest from suppliers to meet with FCA people. WCX provides the perfect venue for a true meeting of the minds.



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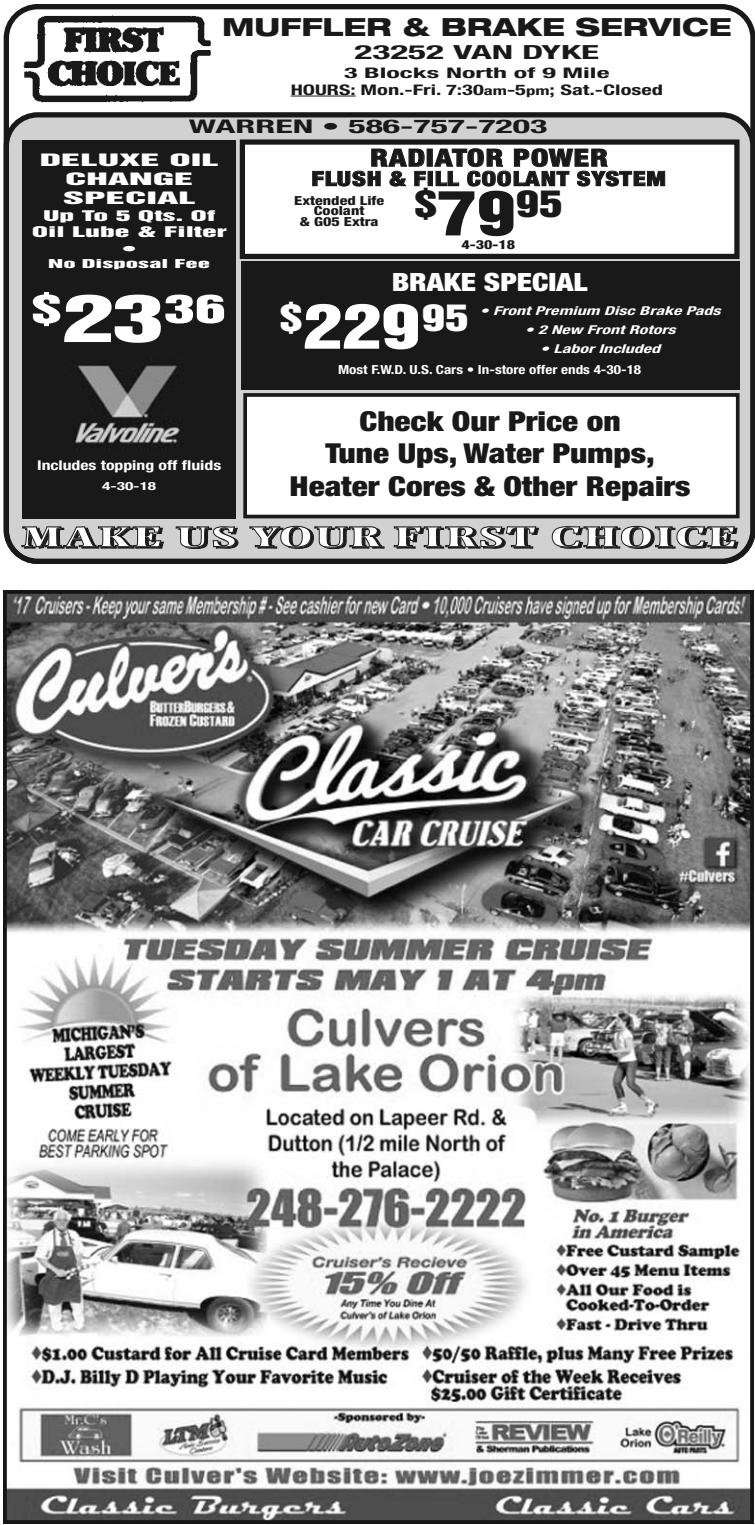
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2018 Chevrolet Tahoe Midnight Edition

MCC Holds a Fashion Show

Suits with Italian labels and outfits accessorized with pearls don't have to be budget breakers. That was one take away from the fashion show featuring professional clothing hosted last week by Macomb Community College's Arts & Sciences Department, with 26 students modeling outfits that they selected at secondhand stores and cost as little as \$10, said MCC spokeswoman Patricia Wirth.

"The fashion show gave the students a visual context of how they can put together a professional wardrobe on a budget by shopping at low-cost stores such as Goodwill, Salvation Army and St. Vincent de Paul," explained Angie Williams-Chehmani associate dean for communications & humanities at the college.

"These stores, along with other secondhand retailers such as Plato's Closet and Second Hand Rose, offer gently used, quality clothing at very reasonable prices."

The fashion show also stressed the importance of recycling clothing. "Americans send 10.5 million tons of clothing to

landfills every year," Williams-Chehmani said. "Clothing that isn't suitable for resale can be shredded and reused for things like furniture stuffing."

Macomb student Michael Ferrell, 46, of Warren, modeled a Neiman Marcus suit that was made in Italy.

"I found a really nice suit, shirt and tie for \$15.90. It looked really nice," said Ferrell. "I think most students are like me and are not aware of the quality of the clothes that are available at these stores and the affordable prices they have. The fashion show was a nice service by the college to help students."

Second-year student Sariyah Khaldi, 20, of St. Clair Shores, modeled a black dress, beige jacket and pearl necklace that she found at a Salvation Army resale shop. It cost less than \$20.

"I was looking for something that would be appropriate to wear for an interview," Khaldi said.

"The fashion show was a fun way to show that it's possible to purchase outfits that look professional for low cost."

The Successful Tahoe Goes Midnight Black

Chevrolet has unveiled the new Tahoe Custom Midnight Edition.

It is designed to be a rugged and stylish statement featuring a bold, black design and the superior capability customers expect from Chevy full-size SUVs, all at an outstanding value, said GM spokesman Kyle Suba.

"The introduction of the Tahoe Custom last year was well-received by our customers who were looking for the capability of a full-size SUV with the added utility of increased rear cargo space," said Sandor Piszar, Chevrolet Trucks marketing director. "The Tahoe Custom Midnight takes the capability and value of the Custom trim and adds rugged, all-black features found on our popular Midnight Editions."

Based on the LS trim, the Tahoe Custom Midnight features off-road-inspired styling cues along with an all-black Midnight appearance, Piszar said. Tahoe Custom Midnight offers 18-inch painted black wheels with aggressive Goodyear Wrangler DuraTrac tires, a black grille, off-road assist steps and black bowtie emblems. The vehicle's third-row seat was removed for additional utility, increasing cargo space behind the second row to 54 cubic feet.

Tahoe Custom Midnight also features a suite of connectivity technologies including:

- Apple CarPlay and Android Auto compatibility;
- 4G LTE connectivity with Wi-Fi hotspot capability (data plan required).

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(excludes tax, title, license and dealer fees), the 2018 Tahoe Custom Midnight is equipped with 6,600 pounds of towing capacity, a maximum of 112 cubic feet of cargo space and a 355-hp, 5.3L V8 engine that offers an EPA-estimated 23 mpg highway.

"Chevrolet has continually invested in our full-size SUV portfolio, providing a variety of options for customers to choose a vehicle to fit their personal style without compromising capability or performance," said Piszar. "This investment provides full-size SUV customers with more options than any other brand, and has fortified Chevy's leadership in the full-size SUV segment."

Chevrolet has been the best-selling full-size SUV brand for 43 consecutive years. Today, Tahoe and Suburban combined account

for nearly one of every two retail sales in the segment, Suba said. Tahoe and Suburban customers are also some of the most loyal owners in the segment, with 76 percent of owners replacing their full-size SUV with another Tahoe or Suburban.

The Tahoe Custom Midnight will be available at Chevy dealers in spring 2018, Suba said.

Vehicle highlights include a standard 5.3L V8 engine with direct injection and Active Fuel Management provides 355 horsepower: EPA estimated 23 MPG highway, 54 cubic feet of cargo space behind the second row, standard front active aero shutters enhance aerodynamics on the highway and standard Rear Seat Reminder. This does not detect people or items.

Always check rear seat before exiting a vehicle, Suba said.

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European, Asian OEMs Join Forces on Truck Clean Tech

by YURI KAGEYAMA
AP Business Writer

TOKYO (AP) – Hino Motors, Toyota Motor Corp.'s group truck manufacturer, and Volkswagen Truck & Bus of Germany agreed April 12 to work together in a partnership on technologies like hybrids, electric cars, autonomous driving and connectivity.

Under the deal, each company will maintain independence, but executive teams will work together to map out cooperation on innovating technology and leveraging market positions.

The arrival of the digital age and robotics in the auto industry is pressuring automakers around the world to deliver to customers vehicles that connect to the net or avoid crashes automatically.

Partnerships can save costs and boost competitiveness of the companies that agree to join forces.

Automakers are also trying to respond to a global push to reduce global warming and pollution by developing cleaner powertrains that emit fewer greenhouse gases.

The deal brings together two major players in trucks and buses, a sector that some analysts say can benefit the most from the development of such new technology.

Hino Motors President and Chief Executive Yoshio Shimo said the deal came together because the companies respected each other and shared goals of improving efficiency and developing cleaner tech.

"It will also be a strong tie-up at times of new challenges in the field of transportation due to the

rapid growth of e-commerce," he said.

Consumers in Japan and other rapidly aging countries are looking for new transportation options, he said.

Andreas Renschler, a board member at Volkswagen AG and CEO of Volkswagen Truck & Bus, said the deal was strategic for his company because Hino was strong in Asia.

He shook hands with Shimo before reporters in Tokyo.

"It is an excellent fit in terms of regional footprints and products, but also concerning common ideas on how to shape the future of transportation together," Renschler said.

Man Gets Dream Volkswagen Bus

LIDENHURST, N.Y. (AP) – A man has the car of his dreams eight years after he slipped a note inside the window of a blue 1971 Volkswagen bus that the then-16-year-old called his "future car."

Kyle Cropsey of Lindenhurst, New York, received a call last week from Cris Mead, of Oakland, California. Mead's father, Cornelius, had purchased the van new and named it Matilda, taking his family on cross-country trips.

The son was cleaning it out after his father's death when he came across Cropsey's note tucked in the VW's log book.

Cris Mead tells *Newsday* the family decided to give Cropsey the van, on the condition he update them on its restoration and "go on plenty of adventures."

Cropsey, who is 23 and teaches English, says "it was fate."



Conway with an electric driveline, left, and mechanical driveline, right – tech for current and future engines.

AAM's Business Growth Opens New Doors

For decades American Axle & Manufacturing (AAM) of Detroit was known as a literal nuts and bolts auto supplier. But the company has made several moves in the past couple of years that have moved it from a manufacturer with a limited range to one that has a vertically integrated product line that includes the latest automotive technology.

Sean P. Conway, director of Advanced Commercialization at AAM, was on hand at the company's SAE WCX display last week in Detroit to talk about how AAM has changed in the recent past.

A year ago, AAM acquired the auto supplier Metaldyne, Conway said. The company reorganized after the purchase and went from one that was essentially a producer of driveline – basically the drivetrain minus the engine and transmission – to a company with four different production units, Conway said.

They are driveline, which is still its biggest unit, Conway said. The other three units are built around powertrains, metal casting and metal forming.

"The big plus for all this is

that we are a vertically-integrated company," Conway said. "It's important for us to be here at the SAE WCX because the auto industry is changing. And we're a part of that change. We now have E-drive technology available. We not only deliver the power with our products, which is our slogan, but we're creating the power with our new products."

Vertical integration is important because the industry is changing, Conway said. There is growth in hybrid electric vehicle sales, but the Internal Combustion Engine (ICE) is going to be around for a long time.

And it must be remembered that hybrids have two engine systems, one is still gas-powered and one is electric. There are only three truly electric vehicles out there – the Chevy Bolt, the Nissan Leaf and the Tesla 3, Conway said.

"With the growth in hybrids, we can now sell parts for both the ICE and e-drive systems," Conway said. "E-drive systems still require cast parts, they still have shaft gears, bearings, rods. These are 'old school' compo-

nents we make, and we can now make these parts for the electric parts of the machine."

An example of AAM moving into more sophisticated systems is the second generation EcoTrak that the company sells to FCA. This EcoTrak is used in the Jeep Cherokee.

"We just launched the new EcoTrak six months ago," Conway said. "It is now a lighter mechanical system. Being lighter saves weight and that saves on gas. It's also a 'smart' system. The new Cherokee has All-Wheel Drive (AWD) and can shift to Two-Wheel Drive (2WD) automatically."

That is important because depending on weather and driving conditions, the Cherokee might work better in AWD or 2WD mode, Conway said. If it's snowing or raining, having the SUV shift automatically into AWD is good. But if the Cherokee is driving on a highway at a constant speed, having it run in 2WD mode uses less power and saves gas.

Having a system that can do that in a "smart" mode and transition smoothly between modes is something that benefits OEMs.

"Over the last 25 years we've been able to diversify our customer base," Conway said.

"We started out as a General Motors supplier but have been able to broaden our customer base. We now have our world headquarters in Detroit. Our European headquarters is near Frankfurt, Germany, and our Asian headquarters is in Shanghai. Being able to produce parts for drivelines and powertrains will allow us to grow with the industry."

Ford Sees Value With New Partnerships

CONTINUED FROM PAGE 1

Right now Ford's vehicles are driver-led, Salman said. But the ultimate goal is to have autonomous vehicles do the deliveries.

"We believe that's the future," Salman said. "People are banking on the development of autonomous technology. If we have vehicles that use both EV and AV technology, then there will be a whole delivery eco-system under one roof."

And Postmates will be able to track deliveries to develop the most efficient times and routes to deliver packages for a business.

"There are a lot of small businesses that are pretty good at getting goods from the warehouse to their store," Salman said. "But how do they get their goods from the store to the final end user?"

"Companies like Postmates can do that for them. Postmates owns the business model and does customer relations and contracts. Ford provides the hardware. It's a good system for everyone."

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

Cadillac Racing Teams Aim For Success at Long Beach

Cadillac V-Performance Racing teams Whelen Engineering Cadillac, Mustang Sampling Cadillac and Konica Minolta Cadillac headed west to Long Beach, Calif. for round three of the IMSA WeatherTech SportsCar Championship and the Bubba Burger Sports Car Grand Prix of Long Beach to run April 13-14. (The results of the race came in after presstime).

Just three Cadillac Racing teams were able to participate in the season's shortest race, just 100 minutes. The Spirit of Daytona Cadillac team is repairing the damage caused by their crash at Sebring last month and will sit this round out.

With a truncated race weekend, just two days, the teams focused on getting up to speed quickly around the 1.97-mile, 11-turn, closed-street course that circulates around the Long Beach Convention Center. Consistent finishes by the Whelen Engineering Cadillac team have them leading the Prototype points championship heading to the west coast.

Drivers Eric Curran and Felipe Nasr were looking wipe out last year's DNF by the team at the concrete lined track with a strong finish.

"Long Beach is an exciting place-you are racing through the streets, so it is an exciting environment," Curran said. "There is a huge fan base and lots of support from the locals. It is a great vibe with all the events that go on surrounding it, and you really are in the heart of the city right on the water. It is a fast, tricky track that has concrete everywhere, so you have to be on your toes.

"We don't have a ton of track time this weekend and the track changes a lot each time you go out as well.

"Long Beach is the first of the short races, so it will be interesting to see how hard every one pushes-it. The race is just over an hour and a half so we expect everyone will be on it at 110 percent. We are focused on the big picture and the championship, but really, we ultimately want to win."

The Konica Minolta Cadillac team comes in as the defending race winners, in fact having won the last three years. The team is still digging out of a points deficit stemming from their early withdrawal from the Rolex 24 hours in January.

"Street circuits require a bit of patience, and you can get caught out quickly if you are too aggressive," Taylor said.

"The street course weekends always have a very compact schedule, so you have to be on top of your game at all times to

get up to speed and develop the car. We are coming back after winning Long Beach three years in a row. Last year we had a tough battle to win the race, so we come back with a lot of confidence on street course events.

"Since then we've had a lot of time to develop our Cadillac, so I'm excited to see how strong our car will be after everything we learned throughout 2017. The tough thing about Long Beach is how much it develops over the weekend. The track is only used one week out of the year, so from the first session of the weekend to the last, the track picks up a huge amount of grip and the balance of the car is constantly changing. Then you add in half the track being used by the drift cars and covered in drift rubber, and you never have a consistent car.

"I enjoy the history of the event. Growing up watching on-board videos of the track and of the streets. It's cool to be in the car seeing what those guys saw back in the day."

"I love street tracks because of the challenge and the evolution of the track gripping up during the race weekend and adapting the car set-up," Van Der Zande said. "Macau is the craziest track of all and I love going there to race. It is the same as Long Beach, where it comes together with a great city and atmosphere. We performed to the max in Sebring and it just showed our potential that we showed at Daytona.

"I believe that we have a lot of momentum right now and looking at the record of the team and Jordan at Long Beach, there is a lot of good data to use heading into the weekend.

"I think there are over 10 cars that can win. It will be about staying out of trouble and waiting for your chances. The competition will be rough."

The Mustang Sampling Cadillac team led by Joao Barbosa will be introducing teammate Filipe Albuquerque to the Long Beach circuit for the first time this weekend. The team that won the season opening Rolex 24 Hour at Daytona is ready for a weekend of street racing.

"This is my first time racing a sprint event like this since I think DTM in 2014, so I've been thinking about that and my time in formula cars to get into the right mindset," Albuquerque said. "The track will be new, but I've been preparing with iRacing because their modeling is very good. Christian (Fittipaldi) will be very important for me and for the team and Joao has a lot of good information, so I am confident we can get up to speed quickly."



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Market is Right For Used Vehicle Buyers

by TOM KRISHER
AP Auto Writer

DETROIT (AP) – Bargain prices on 2- and 3-year-old vehicles fueled record sales of used cars, trucks and SUVs last year, a trend that is expected to continue because people can save thousands of dollars over buying new.

Used vehicle sales hit 39.2 million vehicles in 2017, more than double the number of new automobiles sold, according to the Edmunds.com auto website. To be sure, Americans for years have bought more used cars than new, but a recent glut of well-equipped vehicles coming off leases is sending more people to the used market.

That cut into new vehicle sales last year, helping to push them down 2 percent. And the trend is likely to continue because leasing remains around a near-record 30 percent of all U.S. new vehicle sales.

That will provide an ample supply of used cars for at least three more years, said Ivan Drury, senior manager of industry analysis for Edmunds. (Edmunds regularly provides content, including automotive tips and reviews, for distribution by *The Associated Press*.)

“In almost every instance, that 3-year-old car is going to save you so much money it wouldn’t make any financial sense” to choose new, Drury said.

About 4 million vehicles are coming into the used market from leases this year, many of them cars that can be bought cheaply because buyers are more interested in SUVs.

On average, the buyer of a 3-year-old car can save around \$14,000 over buying the same car new, according to Edmunds.

New vehicle prices continue to rise to record levels, pushing

some people out of the market and making off-lease vehicles even more attractive, Drury said.

At the same time, the rate of increase for used cars is slowing due to abundant supply, Drury said. So the gap between new and used prices is actually growing.

The average new vehicle in 2012 sold for \$30,803. By the end of 2017, that rose by nearly \$4,400, according to Edmunds. During the same period, the average used auto price rose \$2,784, to \$19,462.

The difference between new and used prices grew by almost \$1,600, from \$14,125 in 2012 to \$15,714 last year.

The spread between new and used is even more dramatic for a 3-year-old vehicle. Last year, 3-year-old autos sold for about \$20,500. From 2012 to 2017, the gap between a 3-year-old vehicle and an average new one grew more than \$3,500 to \$13,877.

For Jonathan Bursevich, who lives near Fort Lauderdale, Fla., the spread between new and used was just too great to pass up.

In December, he bought a well-equipped, mint condition gray 2015 Audi A4 from a dealership for about \$23,000, a savings of at least \$16,000 over the cost of a new one.

The 25-year-old risk management broker checked prices on Google and found a new A4 to be “way out of my budget.” His parents always bought used cars, foregoing the latest features but saving thousands. So he checked and found an Audi-certified used A4 with 46,000 miles on it for a little over half the price of a new one “which I thought was a fantastic value for the car.”

The used Audi lacks some technology that’s on the new one, including a backup camera

and a steering assist feature, Bursevich said.

“If I don’t feel like I’m in the stone age and everything else works, then I would be more than happy to save money,” he said.

The only reason buyers would go for a new vehicle is if the design is dramatically different or if it has new technology they want, Drury said.

But not every vehicle has been redesigned, and technology hasn’t changed that much in the last few years.

Most 2 or 3-year-old cars have backup cameras and Bluetooth technology to link phones to the cars, he said. Many have blind spot detection and other features, he added.

Currently the good used deals are on cars, but even that will change in the next few years as more SUVs are added to the mix of vehicles coming off leases, said Jeff Schuster, a senior vice president at the forecasting firm LMC Automotive.

Seeing the trend toward higher used-vehicle sales and the slowing price increases of used cars, many dealers have changed their business models and aren’t marking up used vehicles like they used to, Drury said.

David Kelleher, who runs a Fiat Chrysler dealership in suburban Philadelphia, lowered used vehicle prices and moved more of them last year.

As a result, he doubled used-vehicle sales from 45 per month to 90, while new vehicle sales stayed flat.

Buyers, he said, now come to the dealership knowing the average price for a used car in their market.

“We’re pricing to the market rather than the old model, which was you trade the car, put it in the shop and mark it up \$2,500,” Kelleher said.



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Chevrolet Bets Big on Building Good Cars

Trucks, SUVs and CUVs rule the sales charts, but GM has not given up on cars. Chevrolet is strengthening its car lineup with premium, sporty styling, enhanced features and expanded choices for the 2019 Malibu, Cruze and Spark. Cars are important part of today's industry retail and fleet markets, and represent a quarter of the industry's retail market, said Brian Sweeney, U.S. vice president of Chevrolet.

"We are committed to offering consumers a full lineup of products with fresh designs, new technologies and efficient powertrain options," said Sweeney. "The investments we have made in Spark, Cruze and Malibu will

help position the brand for success in competitive segments that still make up a significant part of the total industry."

The 2019 Cruze, Malibu and Spark will offer a wide variety of trims, packages and models – from entry level to high end – to meet the needs of today's car buyers, said GM spokesman Nick Jaynes Morgan. Chevrolet's car lineup has proven effective at bringing in new and younger customers to the brand who then become loyal advocates for the brand.

Design and performance are important to today's car customers, no matter the vehicle. The restyled faces of Chevrolet cars offer signature lighting that

makes each car instantly recognizable as a Chevrolet, day or night. Redesigned front ends for the Spark, Cruze and Malibu offer a more premium look while maintaining their athletic body sides.

"The restyled face of Chevy cars for 2019 is characterized by a family-like appearance, with each model honoring its Chevrolet heritage while showing off expressive designs," said John Cafaro, executive director, Global Chevrolet Design

A greater attention to detail includes intricate, sculpted grilles and integrated signature headlamps, Cafaro said.

All three models incorporate Chevrolet's signature dual-element taillamps.

2019 Malibu Undergoes Exciting Upgrade

As part of GM's ongoing efforts to capture a larger portion of the sedan market, Chevrolet has updated styling across the brands car lineup.

One of the new and improved vehicles is the 2019 Malibu, which is one of five Chevy models that now have the RS Trim option, said GM spokesman Nick Jaynes Morgan.

"We see an exciting opportunity with the 2019 Malibu to give customers new, distinctive choices, exemplified by Malibu RS," said Steve Majoros, Chevrolet marketing director for Cars and Crossovers. "It offers athletic design and amazing features at an attractive price point starting between Malibu LS and LT trims."

The first-ever Malibu RS offers a sporty, personalized appearance starting at around \$25,000, driven by styling cues that include 18-inch machined wheels, black sport grille, black bowtie emblems, a rear spoiler and a dual-outlet exhaust, said Morgan. Inside, Malibu RS features a leather-wrapped steering wheel and shifter, black cloth seats and a standard 8-inch diagonal color touchscreen running the Chevrolet Infotainment 3 system.

Offered on five 2019 models, the RS trim is a Chevrolet success story that gives customers distinctive choice, strong value and performance-driven design.

The new, standard 8-inch diagonal touchscreen running Chevrolet Infotainment 3 system and new CVT transmission mated to the standard 1.5L Turbo engine further refine the 2019



2019 Malibu RS

Malibu line. The Premier trim retains its 2.0L Turbo paired to a nine-speed automatic.

The Malibu's front fascia, grilles and headlamps are all new. The headlamps are integrated with the upper grille and the larger, bolder lower grille, giving the car a more powerful presence, Morgan said.

High-performance LED lighting are integrated into the headlamps for Premier models, and there are new LED signature daytime running lamps for LT and Premier.

There's greater attention to detail in the grille and headlamps, with bold chrome accents reinforcing Malibu's premium appearance.

A new rear valance pushes the dual-exhaust outlets farther toward the corners, emphasizing the car's width, while new taillamps deliver a more dramatic execution of Chevrolet's signature dual-element design.

The LT and Premier trims feature new LED taillamps.

"The Malibu's fresh look refines and enhances the sculptural beauty of the Malibu," said John Cafaro, executive director, Global Chevrolet Design. "It will also be an obvious member of the Chevrolet car family."

NACTOY Adds Elliott as New Juror

The North American Car, Utility and Truck of the Year (NACTOY) awards has added Hannah Elliott, a staff writer and car critic for Bloomberg Businessweek, to its group of 60 independent jurors.

Now in their 24th year, the awards are unique because they are awarded by dozens of respected automotive journals rather than being given by a single publication, website, radio or television station, said NACTOY spokesman Brent Snaveley. The jury consists of accredited journalists from all over the country who are leaders in automotive news. Elliott, who is filling a vacancy on the jury, was carefully selected after a number of potential automotive journalists were considered.

"At their best, cars represent our most fundamental values as humans: Freedom, creativity, and passion," Elliott said. "I'm really excited to join my colleagues on such an important panel—may the best car win."

At Bloomberg Businessweek, Elliott writes about the world's top automotive and motorcycle brands, Snaveley said. She strives to provide readers with a behind-the-scenes viewpoint to all auto-

motive luxury, lifestyle and performance.

From pacing Ferraris around a racetrack, driving Janis Joplin's old Porsche, or interviewing automotive executives at an annual motor show, she gives readers a unique look at the automotive and mobility world. Prior to Bloomberg, Elliott spent eight years as the lifestyle reporter for Forbes. An Oregon native, she graduated with a degree in Journalism from Baylor University.

"We are delighted to welcome Hannah Elliott to the jury that test drives and votes on all of the amazing vehicles that compete annually for the North American Car, Utility and Truck of the Year Awards," said President Mark Phelan. "Her distinctive writing style and extensive knowledge of the industry along with Bloomberg's sterling reputation and broad reach make her a great addition to our group."

The process of selecting the Car, Utility and Truck of the Year starts in June by identifying vehicles eligible for the awards (vehicle models that are new or "substantially changed"), Snaveley said. NACTOY Jurors evaluate dozens of new vehicles during three rounds of voting.

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New Ford Focus Designed and Built to be True World Car

Part of being a global car company means producing a global vehicle, and Ford has done just that.

Last week the company introduced the new Focus car for global customers. It has been designed to feature the latest advanced and affordable technology with more comfort and space and a better fun-to-drive experience, said Ford spokesman Mike Levine.

The new Focus goes on sale in Europe and China this year and North America in the second half of 2019. Redesigned from the wheels up after hundreds of hours studying and speaking with Focus customers around the world, the next-generation Focus will be tailored to each global region, even as the company becomes more efficient, said Jim Farley, president of Global Markets.

“We’re evolving our successful One Ford strategy to find new ways to create a sporty-looking small car our customers will love,” said Farley. “We’ll tailor which cars in the Focus line-up we offer in markets around the world to ensure we best meet customers’ different needs and preferences.”

The new Focus features 4-door sedan, 5-door estate/wagon and 5-door hatchback body styles, depending on the market. It comes in the luxurious Focus Vignale, sporty ST-Line, adventure-oriented Active and upscale Titanium in Europe and ST-Line and Titanium in China. Ford will introduce Focus in North America closer to its on-sale date next year.

Farley said the Focus signals the future of Ford vehicles. The new Focus is one of the first vehicles delivered using Ford’s revamped product development



The new Ford Focus will be hitting dealerships around the world beginning later this year. It comes the U.S. market sometime in the year 2019.

process, which uses human-centered design to better deliver the models, features and technologies customers around the world truly value.

For the next-generation Focus, that means:

- A longer hood with cab-rear-ward interior that provides a strong, reassuring on-road presence. While it looks bigger than the previous Focus, its overall dimensions are unchanged so it’s still easy to move about urban environments.
- More interior space for all passengers, so it’s easier to get in and out of the car, and more cargo area in larger global Focus models.
- Advanced design with aerodynamics that look modern while helping to improve efficiency.

In addition, human-centered design allows each market to tailor their Focus line-up, creating new models targeted to specific customer groups, such as the new sport ST-Line or adventure-focused Active models for the

new Focus, Farley said. Through the use of globally common but flexible architectures and modules, Ford is able to deliver visually differentiated Focus variants to appeal to diverse customer needs while maintaining a high level of commonality and low complexity.

Even as Ford finds ways to deliver new and additional Focus variants – which for many markets will bring a richer mix of Focus models – the company is working to reduce complexity and improve quality, Farley said. Ford has reduced the number of orderable configurations by as much as 92 percent versus the previous Focus, reducing from up to 360 configurations to as few as 26, depending on the global market.

This complexity reduction helps Ford lower and control costs while ensuring Focus customers can more easily and quickly find the model that meets their needs.

While it starts with Focus, this approach will further strengthen with future Ford vehicles as the

company moves from individual vehicle platforms to all-new flexible vehicle architectures paired with modular “families,” streamlining common components such as engines, electrical systems and high-end features, such as sunroofs, Farley said.

For customers around the world, the new Focus majors in advanced and innovative technology that keeps customers connected and safely on the road, Levine said. For example, the new Ford Focus debuts Ford Co-Pilot360, a suite of advanced driver assist technologies to help drivers move more safely, confidently and freely.

Levine said available technologies, which will vary by region, include:

- Adaptive Cruise Control (ACC) enhanced with Stop & Go, Speed Sign Recognition and Lane-Centering for effortlessly negotiating stop-start traffic
- Ford’s Adaptive Front Lighting System with new camera-based predictive curve light and Sign-based light that pre-adjust headlamp patterns for improved visibility by monitoring bends in the road and – for the first time in the industry – road signs.
- Evasive Steering Assist, a segment-first technology that helps drivers steer around stopped or slower vehicles to help avoid collisions.

Levine said as part of Ford’s vision to deliver smart vehicles for a smart world, 90 percent of its

new global vehicles will be equipped with internet connectivity by 2020. This includes the new Focus, which will come with FordPass Connect embedded modem technology. This allows Ford customers to turn the vehicle into a mobile WiFi hotspot with connectivity for up to 10 devices.

In addition to helping drivers plan faster, less stressful journeys with Live Traffic updates for the navigation system and enabling occupants to stream entertainment on the move, FordPass Connect allows a range of convenient features via the FordPass mobile app.

A new available wireless charging pad beneath the instrument panel enables passengers to easily charge compatible smartphones and mobile devices. Devices can remain connected via Bluetooth to Ford’s SYNC 3 communications and entertainment system while using wireless charging.

In China, the new Focus offers a range of advanced gasoline engines, including the award-winning 1.0-liter EcoBoost engine, plus an all-new 1.5-liter EcoBoost engine optimized for high torque at low rpm. In Europe, Focus brings two additional options: a 1.5-liter EcoBoost gasoline and 2.0-liter EcoBlue diesel. North American powertrain options will be announced closer to launch.

The new Focus goes on sale in Europe and China this year and North America in the second half of 2019.

Uber Drivers to Get Checked

DETROIT (AP) – Uber will start doing annual criminal background checks on U.S. drivers and hire a company that constantly monitors criminal arrests as it tries to do a better job of keeping riders safe.

The move announced April 12 is one of several actions taken by the ride-hailing company under new CEO Dara Khosrowshahi, who said that the changes aren’t just being done to polish the company’s image, which has been tarnished by driver misbehavior and a long string of other embarrassing failings.

“The first thing that we want to do is really change Uber’s substance, and the image may follow,” he said in an interview with *The Associated Press*. “The announcements that we’re making are just a step along the way of making Uber fundamentally safer for drivers and riders.”

Other safety features include buttons in the Uber app that allow riders to call 911 in an emergency, as well as app refinements that make it easier for riders to share their whereabouts with friends or loved ones.

Since it began operating in 2009, Uber has been dogged by reports of drivers accosting passengers, including lawsuits alleging sexual assaults. Last year the company was fined \$8.9 million by the state of Colorado for al-

lowing people with serious criminal or motor vehicle offenses to work as drivers. The Public Utilities Commission said it found nearly 60 people were allowed to drive in the state despite having previous felony convictions or major traffic violations including drunken driving.

Khosrowshahi, formerly CEO of the Expedia travel booking site, replaced hard-charging co-founder Travis Kalanick in August and faced problems almost from the start. Most recently, he has had to grapple with his company’s autonomous vehicle program after one of its SUVs struck and killed a pedestrian last month in Tempe, Arizona.

Khosrowshahi said Uber’s exponentially fast growth prevented steps like the annual background checks from being done sooner. “I can’t change the past, but I can change the things that we do going forward,” he said.

Uber does 15 million trips per day worldwide, and its drivers “reflect the good and the bad and the random events of the world,” Khosrowshahi said.

It was bad policy for Uber to do just one background check for drivers and never follow up, said Thomas Mauriello, a senior lecturer of forensic science at the University of Maryland and former defense department agent involved in background checks.

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