



Employees at Sterling Stamping focus on World Class Manufacturing.

Sterling Stamping Earns Silver Title

Improving manufacturing is an ongoing process that never ends, but that doesn't mean that excellence goes unrecognized.

Two FCA US facilities have joined the ranks of silver designated plants in the company's World Class Manufacturing (WCM) methodology.

Toledo (Ohio) Machining and Sterling Stamping in Sterling Heights, were recognized for their efforts in expanding the implementation of WCM principles, becoming the eighth and ninth plants, respectively, to reach this

milestone, said FCA spokeswoman Jodi Tinson.

WCM, the FCA production methodology that focuses on eliminating waste, increasing productivity, and improving quality and safety in a systematic and organized way, was first implemented by Fiat in 2006 and introduced to Chrysler Group as part of the alliance between the two companies in June 2009, Tinson said.

WCM principles are applied to all aspects of the plant organization, from quality to maintenance, cost control to logistics, all with

the goal of continuous improvement. WCM also engages the workforce to provide and implement suggestions on how to improve their jobs and their plants, promoting a sense of ownership.

Toledo Machining and Sterling Stamping were awarded silver following two-day audits last week during which they earned a minimum of 60 points in 10 technical and 10 managerial pillars, Tinson said. Employees at both plants demonstrated clear WCM

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Silverado LT Loses Weight, Gains Space

It's always nice to get more for less. And that's just what Chevrolet has done with the new 2019 Silverado LT pickup truck, said GM spokesman Mike Ofiara.

The 2019 Silverado LT will be larger, more capable, more fuel-efficient and feature a starting MSRP that is up to \$700 less than the outgoing model, said Ofiara.

"For more than 100 years, Chevrolet has developed a reputation for building trucks that offer incredible performance, capability and value," said Brian Sweeney, U.S. vice president of Chevrolet.

"The next-gen Silverado continues that tradition – offering

more interior and cargo room, higher towing and payload capabilities and a lower starting at MSRP on our highest volume model."

The 2019 Silverado LT crew cab has a starting MSRP \$700 less than today's truck, even with new standard equipment, including a new 2.7L Turbo engine with 22 percent more torque than the 4.3L V6 it replaces, an eight-speed automatic transmission, stop-start technology and active aero shutters, Sweeney said.

"Value plays a huge role for customers," said Ofiara. "The feedback we received from the hundreds of customers and deal-

ers who have been involved in Silverado's design, product development and marketing clinics tells us that the combination of design, technology, capability and value hits the sweet spot. Simply put, the all-new Silverado offers more truck, more value and more choice for customers."

The upscale and comprehensively equipped High Country also introduces a host of new standard equipment, including the 5.3L V8 with new Dynamic Fuel Management, push-button start, stop-start technology, active aero shutters, Lane Change

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2019 Silverado LT

SUVs and Trucks Prove They Have Staying Power

by TOM KRISHER
AP Auto Writer

DETROIT (AP) – For the past five years, few people wanted a lowly used small car such as the Chevrolet Cruze or Ford Focus.

Compact and subcompact cars sat on dealer lots for weeks as the SUV craze in the U.S. accelerated.

Early this year, dealers and industry analysts started to see a change, with sales and prices for used compact and subcompact cars increasing after taking a fall every year since 2013. That's in part because of rising gas prices, stagnant middle class wages and deals that are still too good to pass up.

Until recently, lower demand had depressed car prices, but especially for smaller ones, which bottomed out in 2017 as the cost

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2018 Jeep Wrangler



2018 Lincoln Navigator



2018 Chevrolet Traverse

Detroit OEMs All Report Sales Numbers Up in June

The June sales numbers for the Detroit Three automakers are in, and the news is good.

GM showed a 5 percent sales increase for the second quarter of 2018 compared with the same time in 2017. Earlier this year, the company announced that sales figures would be released on a quarterly basis from now on instead of monthly. This was the first sales report since that policy change.

Ford and FCA continue to release sales figures month by

month. Ford reported in June that the company saw a 1.2 percent sales increase in June of 2018 compared with June of 2017. FCA reported June 2018 sales of 202,264 vehicles, an 8 percent increase compared with sales in June 2017 of 187,348 vehicles.

GM spokesman Jim Cain said very strong truck sales and a wave of new crossovers helped General Motors deliver more than 758,000 vehicles in the United States in the second quarter

of 2018. Second-quarter sales at Chevrolet and GMC far outpaced the industry on a year-over-year basis, growing 6 percent and 7 percent, respectively, while industry sales are estimated to be up 1 to 2 percent, Cain said.

Cadillac sales were up 3 percent and GM's overall sales were up 5 percent for an estimated market share of 16.6 percent, up 0.5 percentage points.

Chevrolet's newest crossover, the 2018 Traverse, stands out as one of the most successful re-

designs of any vehicle in the industry this year, Cain said. Sales in the first half of 2018 increased by more than 17,000 units, year over year.

"Customers are buying with confidence because the economy is strong and they expect it to remain strong," said Kurt McNeil, U.S. vice president, Sales Operations.

"GM is in a fantastic position with so many new crossovers at

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Grand Rapids is Ford's Latest Test Site

The future of transportation has to start somewhere. Why not Grand Rapids?

Ford Motor Company and the city of Grand Rapids are working closely with public stakeholders as well as AT&T, Dell Technologies, Microsoft, PlanetM, and The Right Place to launch the Grand Rapids City of Tomorrow Challenge – a crowdsourcing platform for residents, businesses and community groups to propose and pilot solutions that improve mobility in Grand Rapids.

As urban populations surge and new technologies emerge,

the ways people move around cities are changing, said Ford spokesman Fazel Adabi. In Grand Rapids, for example, the use of public transportation continues to drop and most families have two or more cars, according to the American Public Transportation Association.

With Grand Rapids experiencing the largest population increase in Michigan percentage-wise, according to the U.S. Census Bureau, there is a need to alleviate congestion and reduce transportation wait times, Adabi said.

Solutions to many mobility issues already exist in some form, but the City of Tomorrow Challenge creates a more inclusive process in which residents can express their ideas as they participate in working to ensure a future where people and businesses can thrive, Adabi said.

By working with communities to crowdsource new mobility designs and innovations, and funding pilots to test the top solutions, the program's goal is to help improve quality of life for

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Ford has chosen Grand Rapids as its latest "City of Tomorrow" site.

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586-939-6800

Contact us:
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Genisys is Named A Bright Spot to Work in Michigan

Genisys Credit Union of Auburn Hills has received the Michigan's Economic Bright Spots Award from Corp! Magazine.

This award recognizes Michigan companies that continue to grow, expand and hire Michigan's brightest talent, said Genisys spokeswoman Linda Zabik.

"We are honored to once again receive this award from Corp!" said Jackie Buchanan, Genisys President and CEO, "Genisys is committed to providing outstanding financial products and services to our members through innovation and continuous improvement. This award affirms our efforts."

Genisys places a strong focus on their members, employees and the community, Zabik said.

In 2017, the credit union received a 95 percent overall satisfaction rating on member surveys and has consistently been named a *Detroit Free Press* Top Workplace.

Pent-up Demand Has an Effect on Price of Used Vehicles

CONTINUED FROM PAGE 1

of their closest competitor for basic transportation – small SUVs – was rising. By early this year, analysts and dealers say the spread between small SUVs and cars was so large that the cars became more attractive.

Also, rising gasoline prices sent buyers on a tight budget from SUVs and other segments to the lower-cost small cars.

At Paddock Chevrolet in Kenmore, N.Y., near Buffalo, the dealership was paying \$10,200 to \$10,500 for 3-year-old Cruzes at the beginning of the year. Now it's paying \$11,500, said owner Duane Paddock.

"We did find it surprising," he said. "Normally, prices continued to come down. It's definitely been harder to find the lower-value vehicles."

In the first quarter of 2013, the average three-year-old compact car sold for \$14,328, according to the Edmunds.com auto pricing site. By the same period in 2017, the sales price had fallen almost 10 percent to \$12,958. But in the first quarter of this year, it rose to \$13,464. (Edmunds regularly provides content, including automotive tips and reviews, for distribution by The Associated Press.)

Black Book, a car pricing and automotive analytics company, reports that sales of used compact and subcompact cars each are up 5 percent in the first quarter from a year earlier.

"Compact cars have been beaten down in value," said Anil Goyal, executive vice president of Black Book, "They're very attractive for a value buyer."

Five years ago, the cars were about 50 percent of U.S. new-car sales. But trucks and SUVs have since risen to 67 percent.

Ivan Drury, senior analyst at Edmunds, believes gas prices are

a big part of the equation. By the end of March, the national average price per gallon of regular rose to \$2.61, 33 cents higher than the same time last year. It continued to jump during the second half, with prices now hovering around \$2.85, 58 cents more than a year ago, according to AAA. Last week, the OPEC cartel countries agreed to pump more crude, a move that should contain recent price increases.

Used-car buyers typically are more sensitive to prices, especially if gasoline is taking a bigger bite out of their budgets, and that's fueling increased demand for smaller cars, Drury said.

The average wholesale value (what dealers pay at used-vehicle auctions) of a 3-year-old compact car is about \$9,800, accord-

ing to Goyal. But the average compact crossover SUV is \$13,250.

So far, there hasn't been a similar shift in sales of new small cars or new or used midsize cars as the truck and SUV boom continues, Drury said. He doesn't see the new-vehicle market changing even with gas hitting \$3 per gallon in much of the nation. But used midsize cars could see increased prices and demand when second-quarter data comes out, he said.

Glenn Mears, owner of five dealerships around Canton, Ohio, including Honda, Nissan, Ford and Fiat Chrysler, says they're having trouble finding compact used cars, but not midsize ones. "You can find (midsize Honda) Accords all day long," he

said. "You can't find (compact) Civics right now."

Drury sees gradual increases in small-used-car prices continuing, but nothing dramatic unless gas prices reach \$4 per gallon. He bases his prediction on consumer behavior during previous gas price spikes.

Stagnant wages also may be a factor. Hourly pay is growing more slowly than it has in the past when the unemployment rate was this low, around 4 percent. But now, rising inflation has eroded some of the benefit. In May, average hourly wages rose 2.7 percent from a year earlier, but inflation increased by slightly more at 2.8 percent.

"All of those combined together might tell a fair amount of the story," said Mears.

Silverado Loses Weight, Gains Some Space

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Side Blind Zone Alert, Advanced Trailing System, enhanced LED exterior lighting, dual exhaust outlets and class-exclusive power up/down tailgate – and a starting MSRP increase of only \$1,000.

The next-gen Silverado is also larger than the outgoing model in virtually every dimension, Ofiara said. For example, the Silverado crew cab, short box has 1.2 inches more total width, 1.5 inches more total height, 1.7 inches more total length and 3.9 inches more wheelbase.

As a result, the Silverado offers an additional 3 inches of cab length for all configurations, and up to 4 cubic feet more interior volume. It also offers the largest cargo volume of any full-size truck in short-bed, standard-bed and long-bed models. In fact, at 62.9 cubic feet, the Silverado short bed offers more cargo vol-

ume than the standard bed of the Ford F-150.

Despite the larger footprint, the Silverado is up to 450 pounds lighter than the outgoing truck (crew cab, short-bed models with the 5.3L V8 and Max Towing Package), due to advanced manufacturing and the use of mixed materials.

The 2019 Silverado lineup also offers more choices than ever, including six engine/transmission combinations that give customers different combinations of performance, efficiency and value, as well as increased towing and payload capabilities:

- Crew cab Silverado models increase in payload up to 14 percent, or 340 pounds.
- The 4.3L V6 now offer a maximum of 8,000 pounds towing, up 400 pounds (regular cab, rear-wheel-drive models).
- The 5.3L V8 with Max Towing Package now offers a maxi-

mum of 11,600 pounds towing, up 400 pounds (double-cab, rear-wheel-drive models).
• For 2019, the 6.2L V8 is now exclusively offered with four-wheel drive. Equipped with the Max Towing Package, it now delivers a maximum of 12,200 pounds towing, up 500 pounds from a similarly equipped 2018 model (double-cab, four-wheel-drive models).

The first engines to be produced will be the 5.3L V8 equipped with an eight-speed automatic, and the 6.2L V8 equipped with a 10-speed automatic. Both offer more than 5 percent improvement in city fuel economy, for an improvement of 1 mile per gallon based on EPA estimates.

Models equipped with the 5.3L V8 and rear-wheel drive offer an EPA-estimated 17 miles per gallon city, 23 highway and 19 combined.



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Camera, radar for AEB integrated safety system in the 2019 Ram 1500.

FCA Adds New Safety Tech To the 2019 Ram 1500

Consideration for safety and security is baked in to the product development process at FCA, said FCA spokesman Eric Mayne.

This approach to vehicle safety has led to wide-ranging innovation, from a new strategy to deliver Automatic Emergency Braking (AEB), to the proliferation of amber turn signals, Mayne said.

"We continually seek to improve vehicle safety and security and to identify new ways to deliver it more effectively," says Phil Jansen, head of Product Development – FCA North America.

And model-year 2019 brings a more efficient approach to the delivery of AEB, Jansen said. FCA US pioneered the democratization of sensor-fusion technology, having committed to the strategy in 2016.

Once reserved for luxury-brand vehicles, it combines the attributes of radar and cameras to determine the deployment of AEB, Jansen said.

The first FCA US systems introduced by the company featured cameras and radar sensors mounted in the rearview mirror and front grille, respectively, Jansen said.

With the arrival earlier this year of the 2019 Ram 1500 full-size pickup these technologies are now consolidated behind the rearview mirror.

"The required performance is delivered from a package that is more compact and, in the case of the radar sensor, better insulated from the elements," Jansen said.

Further, AEB applications in the redesigned Ram 1500 and refreshed 2019 Jeep Cherokee offer increased braking capability, Mayne said.

It may bring the vehicle to a full stop if an imminent frontal collision is detected at speeds below 31 miles per hour (mph) – up from 25 mph in other/previous applications of the FCA US technology.

FCA now offers sensor-fusion AEB systems in 15 products across nine segments, according to Wards-Auto segmentation, Mayne said.

The same thoughtful approach

is evident in the 2019 Jeep Cherokee, which is standard equipment on all trim levels and benefits from highly efficient LED technology, Mayne said.

Compared with the high-intensity discharge (HID) headlamps they replace, the Cherokee's new LED systems deliver improved low- and high-beam performance of up to 57 percent and 31 percent, respectively.

The 2019 Ram 1500 pushes the envelope further, as the first pickup to offer dual LED projectors in an Adaptive Front-lighting System, which directs beams according to steering-wheel input for more precise illumination, Mayne said.

The new Ram, Wrangler and Cherokee also benefit from available amber-colored turn signals, which afford greater visibility than conventional turn signals, Mayne said.

FCA has also added a tire-fill alert system to the 2019 Ram 1500 and Jeep Cherokee. When a customer is filling the tires with air on a vehicle equipped with this new feature, there is an audible "chirp" when a recommended pressure is reached.

Sterling Stamping Earns Silver Status

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know-how and competence through employee-conducted pillar presentations and a review of projects that have been expanded across the shop floor.

"I want to congratulate the 3,400 employees at Toledo Machining and Sterling Stamping for working tirelessly to achieve silver status," said Brian Harlow, vice president – Manufacturing, FCA North America.

"Becoming a silver plant requires extraordinary commitment, endless dedication and a laser focus.

These employees faced the demands and rigors of WCM head-on, using the tools and the knowledge they have gained to implement the changes that make their facilities deserving of the silver designation.

"These two awards demonstrate that the pace toward becoming world class across our North American manufacturing footprint is accelerating."

The achievement of WCM award levels, as confirmed through independent audits, recognizes the long-term commitment of the workforce to making significant changes that can secure the future of a facility. Awarded plants also have a role in accelerating the implementation of WCM throughout the organization as coaches and mentors.

During an audit, zero to five points are awarded for each of the 10 technical pillars, which include safety, workplace organization, logistics and the environment, and for each of the 10 managerial pillars, such as management commitment, clarity of objectives, allocation of people, motivation of operators and commitment of the organization. A score of 80 would indicate World Class.

Along with Toledo Machining and Sterling Stamping, seven other FCA North American facilities

have been designated silver plants.

They are Windsor (Ontario) Assembly Plant, Dundee (Michigan) Engine Plant, Toledo (Ohio) Assembly Complex, Saltillo (Mexico) South Engine Plant, Mack Avenue (Detroit) Engine Plant, Saltillo (Mexico) Van Assembly Plant and Warren (Michigan) Stamping.

Windsor Assembly was the first plant to reach silver status, an honor they received in March 2014.

In addition to the nine silver plants, there are currently 11 facilities that hold the WCM bronze designation:

- Saltillo (Mexico) Truck Assembly;
- Trenton Engine Complex;

- Indiana Transmission Plant II (Kokomo, Ind.);
- Kokomo (Ind.) Transmission Plant;
- Kokomo (Ind.) Casting;
- Toluca (Mexico) Assembly;
- Brampton (Ontario) Assembly;
- Tipton (Ind.) Transmission;
- Belvidere (Ill.) Assembly;
- Indiana Transmission Plant I (Kokomo, Ind.);
- Warren Truck.

Awarded bronze status in September 2016, the 1.2-million-square-foot facility in Perrysburg, Ohio, has been making automotive components since 1966.

Currently, Toledo Machining produces steering columns and torque converters.

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Cars.com Names Cherokee as ‘Most American’ Vehicle

For consumers who want to support the U.S. economy, determining a product’s homegrown credentials is no easy task in today’s global economy – but it’s an important question amid a new era of import tariffs and ongoing renegotiations of long-standing trade pacts.

Few origin stories are as complicated as that of a modern automobile, whose badge and even assembly location don’t tell the whole story, said Kelsey Mays, senior Consumer Affairs editor at Cars.com.

Cars.com’s American-Made Index ranks the “most American” models on the market. These vehicles top the list for 2018:

1. Jeep Cherokee: Belvidere, Ill.
2. Honda Odyssey: Lincoln, Ala.
3. Honda Ridgeline: Lincoln, Ala.
4. Ford Taurus: Chicago
5. Chevrolet Volt: Detroit
6. Honda Pilot: Lincoln, Ala.
7. Acura MDX: East Liberty, Ohio
8. Ford Explorer: Chicago
9. Ford F-150: Claycomo, Mo., and Dearborn.
10. Chevrolet Corvette: Bowling Green, Ky.

The 2017 American-Made Index’s No. 1 Jeep Wrangler was redesigned for the 2018 model year, and the 2018 Wrangler’s decreased domestic content knocked it off the top 10 entirely, but in its place is another Jeep SUV: the Cherokee, last year’s No. 2 car on the index, Mays said.

With high domestic-parts content – 72 percent for the 2018 model year – and all engines and transmissions from the U.S., the Illinois-built Cherokee topped more than 100 U.S.-built vehicles on Cars.com’s 2018 American-Made Index. Honda’s Odyssey



2018 Jeep Cherokee



2017 Ford Taurus



2018 Chevrolet Volt

minivan and Ridgeline pickup truck round out the podium; both vehicles are built in Alabama with high domestic content and U.S.-sourced drivetrains.

The Chicago-built Ford Taurus ranks No. 4, followed by the AMI’s highest-ranked newcomer, the No. 5 Chevrolet Volt. Plug-in cars, be they fully electric or a plug-in hybrid like the Volt, often lack high domestic content amid global sourcing for batteries – one of the most cost-intensive aspects of any car with a significant electric driving range. But the Volt’s battery is assembled near Detroit, with cells from a plant in western Michigan. Its domestic content, 66 percent for 2018, lands it in the top 10.

The Volt is one of four new models – along with the Acura MDX, Ford Explorer and Chevy Corvette – that didn’t appear on the 2017 AMI, when Cars.com redesigned the index to analyze more factors and focus on the impact of each single vehicle purchase, Mays said.

By and large, consumers agree that where a car is built is fundamental to its economic impact. In a Cars.com survey of more than 1,000 licensed drivers, 83 percent named assembly location as an important factor in determining economic impact, Mays said. Yet more than 7 in 10 survey respon-

dents said other factors surpass economic impact in their purchase decision, and nearly 3 in 10 said they care only a little or not at all about economic impact.

That bears out when looking at sales of domestically produced vehicles: A Cars.com analysis of *Automotive News* data found that cars built in America account for only about 53 percent of passenger-vehicle sales in the U.S. through the first quarter of 2018.

U.S. assembly is a critical component of AMI eligibility, but that factor alone doesn’t guarantee a seat at the table, Mays said.

The AMI considers five major factors to zero in on the economic impact of a given model: assembly location, domestic-parts content as determined by the American Automobile Labeling Act, engine sourcing, transmission sourcing and factory jobs provided by each automaker’s U.S. plants.

AALA domestic-parts content is the only public content-rating system for cars, but the decades-old legislation is far from perfect. For starters, it doesn’t distinguish between Canadian and U.S. parts.

That’s why the American-Made Index analyzes engine and transmission sourcing – to ensure two of the most cost-intensive components in any car are from the U.S., not Canada, Mays said. Sec-

ond, AALA doesn’t fully capture the value of labor, so the AMI considers factory labor in a workforce calculation.

The American-Made Index disqualifies cars below the top 40 percent of the current crop of domestic-parts content ratings – a fluid threshold depending on the year – as well as any models that face immediate discontinuation without a U.S.-built successor. For cars sold here that hail from U.S. and foreign assembly plants, the AMI also accounts for foreign production, as it does for engines or transmissions that hail from non-U.S. regions.

Cars with a gross vehicle weight rating of greater than 8,500 pounds (that is, heavy-duty trucks and commercial vehicles) are exempt from AALA ratings and thus not counted by the AMI, Mays said.

A Cars.com analysis of factory employment found that auto plants across the U.S. directly owned by automakers provide some 250,000 jobs – everything from vehicle assembly to drivetrain production, casting and stamping.

Thousands more employees work in white-collar positions for automakers that cover everything from product development to marketing.

A 2015 study by the Center for Automotive Research found the U.S. auto industry directly employed some 322,000 at the time. But two larger workforces sprang out from that: 521,000 people building auto parts and 710,000 people working at new-car dealerships, according to CAR’s study.

Think of it this way, Mays said. For every 20 people employed in the auto industry, four of them work at the automaker itself, but about seven work in auto-parts manufacturing. And the biggest group – nine – are employed at new-car dealerships.

Of course, that doesn’t include independent mechanics and body shops, auto-parts stores, gas stations and much more, Mays said.

Such is the domino effect of building vehicles: CAR estimated in 2015 that every direct U.S. employee at an automaker generated 6.6 additional jobs, Mays said.

Ford Makes Grand Rapids Latest ‘City of Tomorrow’

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Grand Rapids residents and visitors by providing dynamic mobility options that build on the existing transportation system.

“As our city grows, we want to ensure we are working with our community to make getting around Grand Rapids easier,” said Grand Rapids Mayor Rosalynn Bliss.

“We also want to strengthen confidence in our existing transportation systems.

“We have joined the City of Tomorrow Challenge because we believe Grand Rapids is a place where innovative ideas can improve mobility in our city.”

Throughout the eight-month program, those who live, work and play in Grand Rapids are invited to explore dynamic mobility options, including making the city’s streets more walkable and bike-friendly, extending the use of transportation systems and the information they provide, and enabling smart transportation choices, Adabi said.

The Challenge includes a prize of up to \$100,000 to fund pilots that test the top solutions in a real-world setting.

“Grand Rapids is already on the forefront of transportation with our vision for mobility,” said Josh Naramore, the city’s Mobile GR-Parking Services manager.

“With the City of Tomorrow Challenge, we can create a place that is a beacon of growth for years to come – a place where everyone can thrive.”

Grand Rapids marks the third location for the City of Tomorrow Challenge, following announcements in Pittsburgh and Miami-Dade County earlier this month.

Each challenge is tailored to a specific city or county and is

focused on addressing its unique needs, Adabi said.

“What may work for one city might not work for another,” said John Kwant, vice president, Ford City Solutions.

“Grand Rapids has its own unique needs, and it understands how seeking out new ideas to complement existing transportation systems can aid its effort to become a more accessible, walkable city.

“The City of Tomorrow Challenge will deliver that.”

By crowdsourcing ideas, the Challenge seeks to come up with ways for communities to employ technology to create the best mobility solutions that will underpin the city of tomorrow, Adabi said.

“The foundation for smarter city infrastructure of tomorrow is being laid today,” said Mike Geertsens, director of government solutions at Microsoft.

“Ford, local government leaders in Grand Rapids and Microsoft all have a shared philosophy that in an effort to make cities smarter, safer and more sustainable, adopting innovative technology solutions will help bring positive and inclusive change citizens are asking for.

“Leaders in Grand Rapids recognize the time to elevate the conversation and invest is now.”

“The innovative mobility solutions deployed here in Grand Rapids,” said Trevor Pawl, vice president of PlanetM, a mobility-focused brand and business development program at the MEDC, “will lead to real and meaningful improvements in the quality of life and access to transportation throughout the community.

“We are proud to be a partner in this effort in Grand Rapids and look forward to the impact it will have in expanding Michigan’s mobility ecosystem.”

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Dodge//SRT Cars Get Powerful Revamp for 2019

Dodge//SRT continues to run at full throttle in the North American large sedan segment, re-vamping the entire Charger lineup for 2019, said FCA spokeswoman Kristin Starnes. As America's only four-door muscle car and the sales leader in the segment five years running, Dodge continues to charge ahead of its competition with upgrades both inside and out, said Starnes.

New for 2019, Dodge is repositioning the Charger lineup into six distinct, attitude-infused models that offer a range of performance and powertrain options for every modern muscle-car customer, Starnes said. The lineup ranges from the 707-horsepower Dodge Charger SRT Hellcat to the V6 power of the new Charger GT RWD performance model and the all-wheel-drive capability of the new SXT AWD model.

"Despite a shift toward utility vehicles in the United States over the past decade, the Dodge Charger and Challenger continue to buck the trend," said Steve Beahm, head of Passenger Car Brands, Dodge//SRT, Chrysler and FIAT – FCA North America. "Charger and Challenger retail sales have increased 70 percent since 2008, and since the launch of Scat Pack in August 2014, high-performance model sales increased from 4 percent to more than 25 percent.

"Charger is on track to lead the large car segment in the United States for the fifth straight year in 2018, and we intend to keep that string alive by updating the product to deliver the performance and capability that our customers demand."

Dealer orders for the 2019 Dodge Charger open in late June 2018 and vehicles are scheduled to arrive in Dodge dealerships in the third quarter of 2018.

FCA's Vehicles Enjoy Strong Canadian Sales

FCA Canada reported sales of 22,479 vehicles for the month of June.

Through the first half of 2018, Jeep brand sales have risen 22 per cent to 41,893 units, said FCA spokeswoman LouAnn Gosselin. Focusing in on June 2018, Jeep brand sales increased 6 per cent to 6,215 units, compared with the same month last year. Further, Jeep Cherokee sales rose 41 per cent to 2,296 units, followed by Jeep Grand Cherokee (up 13 percent) and Jeep Wrangler (up 4 percent).

Chrysler Pacifica recorded its best June sales ever, up 38 per cent to 731 units, Gosselin said. Month of June Chrysler brand total sales increased 3 per cent to 1,155 units. Recently, the brand made news announcing that the blacked-out, sporty-look S Appearance Package is now available on Chrysler Pacifica Hybrid.

Dodge Durango sales of 1,055 vehicles were up 16 percent compared to June 2017 figures, Gosselin said. Last month, the brand announced its most powerful SRT Hellcat lineup ever, including the new 2019 Dodge Challenger SRT Hellcat Redeye, the most powerful, quickest and fastest muscle car available.

Ram Truck brand sales declined 21 per cent, compared with the same month in the previous year. Sales of Fiat decreased 40 per cent versus June 2017. But Alfa Romeo brand sales of 239 vehicles were up significantly compared to the same month a year ago. Stelvio led the brand with 145 vehicle sales, followed by Giulia at 87 vehicles.

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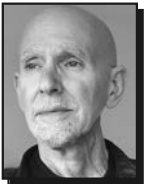
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Tesla Meets Production Goals – For Now

DETROIT (AP) – Tesla Inc. made 5,031 lower-priced Model 3 electric cars during the last week of June, surpassing its often-missed goal of 5,000 per week. But the company still only managed to crank out an average of 2,198 per week for the quarter.

Tesla reported making 28,578 Model 3s from April through June, according to its quarterly production release on July 2.

The Model 3, which starts at \$35,000, is the key to turning Tesla from a niche maker of expensive electric cars to a profitable, mass-market automaker. The company badly needs cash from the compact cars to deliver on CEO Elon Musk's promise to post a net profit and positive cash flow in the third and fourth quarters. The company has had only two profitable quarters in its 15-year history.

To hit the 5,000-per-week mark, Tesla had to erect a second Model 3 assembly line under a tent outside its Fremont, Calif., factory, and Musk had to spend nights in the plant working out bugs with automation and other problems. The company now says it expects to hit 6,000 Model 3s per week by late August, with its Model 3 assembly line under the plant's roof reaching 5,000 on its own.

"The last 12 months were some of the most difficult in Tesla's history," the company's statement said. Hitting the 5,000 mark "was not easy but it was definitely worth it," the statement said.

Tesla critics now wonder if it can keep up the 5,000-per-week rate, and they question whether it can build high-quality vehicles underneath the heavy-duty tent on the site of what once was a joint-venture factory for General Motors and Toyota.

Dave Sullivan, manager of product analysis at AutoPacific Inc. and a former manufacturing manager for Ford Motor Co., said reaching the 5,000-per-week won't make Tesla profitable by itself. He predicted the company will have trouble sustaining it because parts suppliers will have difficulty keeping up and bottlenecks will develop in the body assembly and paint shops.

Tesla, he said, delayed delivery of many of the Model 3s that it made in the second quarter to boost revenue and achieve the third-quarter profit that Musk promised. The company books revenue when vehicles are delivered.

"They did everything they can to artificially pump up the third quarter," Sullivan said. "I think the fourth quarter will be the quarter of reckoning."

CFRA Research analyst Efraim Levy lowered his rating on Tesla shares from "Hold" to "Sell," saying he doesn't see the production rate as "operationally or financially sustainable" in the short term. Over time, he expects it to rise, though. Still, the stock is trading above his 12-month price target of \$300, so he

recommends selling it, he wrote last week in a note to investors.

Shares of Tesla Inc. fell around 2 percent to \$336.21 in late-day trading July 2.

Consumer Edge Research Senior Analyst Jamie Albertine takes a more bullish view. He says Musk doesn't manage for quarterly results, and believes Tesla can keep producing at the current rate. "I don't believe their goal was to simply hit 5,000 a week and somehow revert to a lower production rate in the future," Albertine said. "Their goal is to hit it sustainably with high quality production."

He thinks the company can reach production of 10,000 vehicles per week, or roughly a half-million per year. That will significantly lower capital spending and other expenses so it can turn a profit, said Albertine, who has met with Tesla management.

Last summer, when the first Model 3s began rolling off the assembly line, Musk promised to build 5,000 per week by December and 10,000 per week in 2018. But he also warned at the time that Tesla was entering at least six months of "manufacturing hell."

Detroit Automakers Report Better Car Sales Figures

CONTINUED FROM PAGE 1

all four of our brands, the industry's only three-truck pickup strategy and clear leadership in large SUVs."

Jeep brand notched its best month of June sales ever with 86,989 vehicles sold compared with 73,153 in June 2017. Driving the results were the Cherokee, Compass and Wrangler nameplates. Cherokee and Compass sales nearly doubled, with Cherokee reporting 22,433 vehicle sales compared with 11,895 in June 2017. Compass sales were 15,142 compared with 8,311 in June 2017. Wrangler sales increased to 23,110 vehicles compared with 18,839 in June 2017, said FCA spokesman Jeff Bennett.

Ram Truck brand scored a variety of records as sales increased 6 percent to 51,729 vehicles, making it the best June sales ever, Bennett said. Ram brand retail sales also had their best June ever, rising 4 percent to 36,750. Driving the increase was light-duty pickup truck retail sales, which rose 11 percent to 24,036 vehicles. Total sales of the Ram ProMaster van nearly doubled to 6,996 vehicles.

Chrysler brand total sales declined 32 percent in June to 13,484 vehicles compared with June of the previous year, while Dodge brand total sales rose 9 percent to 46,387 as Charger sales rose 4 percent to 6,640 vehicles compared with 6,379 vehicles in June 2017.

GM spokesman Jim Cain said very strong truck sales and a wave of new crossovers helped General Motors deliver more than 758,000 vehicles in the United States in the second quarter of 2018.

Second-quarter sales at Chevrolet and GMC far outpaced the industry on a year-over-year basis, growing 6 percent and 7 percent, respectively, while industry sales are estimated to be up 1 to 2 percent, Cain said. Cadillac sales were up 3 percent and GM's overall sales were up 5 percent for an estimated market share of 16.6 percent, up 0.5 percentage points.

Chevrolet's newest crossover, the 2018 Traverse, stands out as one of the most successful redesigns of any vehicle in the industry this year, Cain said. Sales in the first half of 2018 in-

creased by more than 17,000 units, year over year.

"Customers are buying with confidence because the economy is strong and they expect it to remain strong," said Kurt McNeil, U.S. vice president, Sales Operations. "GM is in a fantastic position with so many new crossovers at all four of our brands, the industry's only three-truck pickup strategy and clear leadership in large SUVs."

Ford Motor Company's June U.S. sales totaled 230,635 vehicles – a 1.2 percent increase; first-half 2018 sales are down 1.8 percent, with 1,277,691 vehicles sold, said Ford spokesman Erich Merkle.

Retail results in June are up 2.9 percent on sales of 156,788 vehicles, while transaction prices gain \$540; through the first half, retail sales totaled 854,889 vehicles – a slight decline of 1.1 percent, Merkle said. The industry shift to trucks and SUVs plays into Ford's strengths, with Ford trucks, SUVs, commercial and Lincoln all posting gains.

Gilmore Car Museum Has Corvette Show

The Gilmore Car Museum in Hickory Corners will open their 90-acre historic campus for their very first All-Years Corvette Show and Swap Meet on Sunday, July 22.

"Show your Corvette – any year – for \$20 (includes driver and passenger admission)," said Jay Follis, museum spokesman. "General public admission will be \$14 per person, children 11 and under and Gilmore Car Museum members visiting as show spectators are free of charge. All admission includes access to the museum's 90-acre historic campus and over 24 different buildings and galleries of automobile displays."

"We are the nation's largest car museum and on July 22 we'll be featuring one of the nation's favorite sportscar," said Chris Shires, executive director of the Gilmore Car Museum.

The Corvette Show, the first show of its kind for the museum, has show organizers anticipating a large turnout both on the show field and in numbers of spectators, Follis said.

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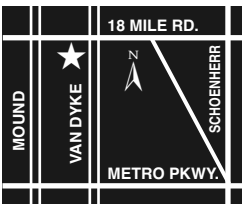
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PERIOD!**

2018 TRAX "LT"



- Color Touch Screen Radio!
 - Remote Start and Entry!
 - Rear Vision Camera!
 - Aluminum Wheels!
 - LED Daytime Running Lights!
 - Bluetooth for Phone!
- Stock# J43295

Was \$23,895 Sale Price: **\$16,799***

24 MONTH LEASE

\$119*

\$999 Down

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

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

2018 SILVERADO "LT" 4WD DOUBLE CAB



- **ALL STAR EDITION!**
 - GM Bed Liner INCLUDED!
 - Heated Seats!
 - Color Touch Screen Radio!
 - Trailering Package!
 - Remote Start and Entry!
 - Aluminum Wheels!
- Stock# J45582

Was \$44,095 Sale Price: **\$32,995***

24 MONTH LEASE

\$129*

\$999 Down

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

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

2018 CRUZE "LT"



- Color Touch Screen Radio!
 - Remote Keyless Entry and Start!
 - Rear Vision Camera!
 - Power Driver's Seat!
 - Aluminum Wheels!
 - Bluetooth for Phone!
- Stock# J41549

Was \$23,475 Sale Price: **\$17,299***

24 MONTH LEASE

\$139*

\$999 Down

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

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

2018 TRAVERSE "LT"



- 3.6L V6 SIDI VVT Engine!
 - Captain Chair Seating!
 - Lane Change and Blind Zone Alerts!
 - Rear Vision Camera!
 - Power Rear Liftgate!
 - Remote Entry and Start!
- Stock# Q10110

Was \$37,340 Sale Price: **\$29,499***

24 MONTH LEASE

\$239*

\$999 Down

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

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

2018 TAHOE "LS" 4X4



- 5.3L V8 ECOTEC3 Engine!
 - Color Touch Screen Radio!
 - Keyless Entry and Start!
 - Rear Vision Camera!
 - 20" Polished Aluminum Wheels!
 - Max Trailering Package!
- Stock# J45030

Was \$54,345 Sale Price: **\$43,899***

24 MONTH LEASE

\$339*

\$999 Down

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

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

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

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CHEVROLET
moranautomotive.com



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



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. Equinox and Traverse are former dealership courtesy vehicles with 2500-3000 miles. Disposition fee may be required at lease turn in. \$1000 over Kelley Blue Book trade-in offer on 2005-2015 vehicles in drivable condition. No salvage or branded titles. Certain restrictions apply, see dealer for complete details on all incentives/offers. Sale ends 7/13/2018 @ 6:00PM.

