



DiGiovanni and Osborn High School senior Malasia Plummer

DENSO Providing Grants to Encourage STEM Learning

DENSO, a world supplier of automotive technology and components with its North American headquarters in Southfield, constantly searches for ways to increase young people's access to technical education and help develop tomorrow's workforce, said DENSO spokeswoman Bridgette LaRose.

To that end, the company's philanthropic arm – DENSO North America Foundation (DNAF) – will donate nearly \$1 million in overall funding to 22 institutions of higher learning

across North America to support science, technology, engineering and math (STEM) educational programming.

These grants help achieve DENSO's goal of exposing students to the rewarding careers available in manufacturing and advance the industry by enhancing programs that will produce the next wave of highly-skilled problem-solvers.

The DNAF board confirmed its 2018 North American college and

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GM Retirees Put Their Experience To Good Use Through Student Corps

by Jim Stickford

There is only so much golf a retiree can play. Which is why when GM Executive Vice President of Global Product Development, Purchasing and Supply Chain Mark Reuss asked retired GM economic analyst Mike DiGiovanni to help start up a new project – the GM Student Corps – DiGiovanni said yes.

"I retired from the company back in 2010," DiGiovanni said. "Because I was an economic analyst, I was still consulting with

the company during the restructuring. Well, Mark Reuss came to me and asked me if I wanted to get involved with what would become the GM Student Corps. I had joined the GM golf league, but had my fill and so I said yes."

That was six years ago, DiGiovanni said. The idea Reuss had was to do more than just write checks, it was to create a program that would actually get GM people involved in high school students' lives.

The way the GM Student Program works is simple, DiGiovanni

said. Ten students from each of the participating schools get paid internships from GM. And, they are paired with retired GM employees who act as mentors.

Interns from the University of Detroit Mercy also participate in the program, helping bridge the generation gap between the high school students and the retirees.

The students, in addition to being given work, are also able to attend sessions at UDM to learn

CONTINUED ON PAGE 3



Tipton employees helped FCA's Tipton plant get a silver in WCM.

FCA's Tipton Site Earns Silver For Manufacturing

FCA's Tipton Transmission Plant becomes the latest plant to be designated silver in the company's World Class Manufacturing (WCM) methodology.

Recognized for its efforts in expanding the implementation of WCM principles, the Indiana facility is the company's 10th North American manufacturing location overall and fifth plant since January to achieve the

CONTINUED ON PAGE 4

PSA Reentering North American Market – Very Carefully

by Jim Stickford

Sometimes being late to the party is not a bad thing, said Larry Dominique, president and CEO of PSA North American.

Dominique was speaking to the Automotive Press Association at a special luncheon at the Detroit Athletic Club sponsored by PSA on July 17.

His address concerned PSA's plans to reenter the North American automotive market. He noted that the company left the market more than 20 years ago.

But over the past five years the company, whose brands include Peugeot, Citroën, DS, Opel and Vauxhall, has been doing well.

"Our sales have increased 38.1 percent," Dominique said. "That does include the addition of Open and Vauxhall to our portfolio."

PSA is in the midst of rebuilding its operations in China, Dominique said.

But why would the company want to get into the North American market, given its difficulties? Dominique asked. It's an expensive market to be in, it's heavily regulated and there is a lot of competition between a host of different OEMs and brands.

The reasons are simple, Dominique said. Despite these real problems, North American, which he defines as the U.S. and Canada, is the second largest automotive market in the world. It produces big profits and OEMs that operate here don't have to share their profits with partners like they do in China, the world's biggest automotive market.

"I am fully aware of the fact that PSA only has one shot to get it right when coming back to

North American," Dominique said. "Now we have the opportunity to look at the North American market in new ways. This entering the market will outlive me. It will be a 40- or 50-year process."

Dominique said that because PSA has the chance to build its North American network from the ground up, it doesn't have decades of infrastructure to support. Domestic OEMs first built their dealer networks starting about 100 years ago. As a result, there are a lot of dealers and they often compete against each other for customers.

Foreign OEMs, both Asian and European, followed the domestic model and while they might have

fewer dealerships, they built their network starting about 50 or 60 years ago.

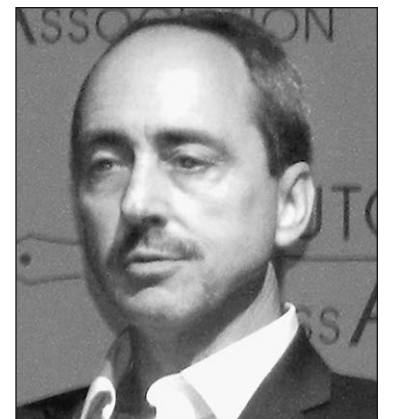
And OEMs have placed a lot of requirements on how dealerships should look and what kind of facilities they should have, Dominique said. The result is that it's really expensive to operate a dealership and today's dealers make roughly half their profits from their service departments. According to the statistics Dominique has seen, that means that about half a dealership's profits come from 12 percent of a dealership's revenue.

Dominique showed the press a slide picture of a Lexus dealership near where he lives in

Orange County, Calif. He said it's a very nice-looking dealership with a million-dollar fountain in front. Building the dealership itself took additional millions of dollars – which ultimately makes it more difficult for the dealer to make money.

"I know a Porsche dealer in Virginia," Dominique said. "He had a small Porsche dealership and while he didn't sell a high volume of Porsches, his overhead was low, so the dealership made money."

Then the dealer was ordered by Porsche to upgrade his lot and build an expensive showroom, which drove down profits. The dealer then was asked to come to Germany to speak with



Larry Dominique

the head of Porsche. The dealer was asked why dealership costs were so high?

"That's when he told the presi-

CONTINUED ON PAGE 2

Ford's Special Mustang Honors 100 Years of RAF

Ford Performance, along with drifting champ Vaughn Gittin Jr., have teamed up to create a one-of-a-kind Eagle Squadron Mustang GT to commemorate the 100th anniversary of the Royal Air Force.

The special Mustang was created for this year's Experimental Aircraft Association's The Gathering fundraiser and auction on July 26 in Oshkosh, Wis.

This year's build is a modified 2018 RTR Mustang inspired by the Eagle Squadron, a group of U.S. volunteer pilots who flew combat missions alongside the Royal Air Force over Europe from British airfields near Goodwood (about 55 miles outside of London) prior to the United States entering World War II.

Gittin, accompanied by Royal Air Force veteran Paul Miller, whose father "Dusty" served in Eagle Squadron in 1941 and 1942,

will pilot the supercharged beast up the legendary Goodwood Festival of Speed Hillclimb July 12, after which the car has been on display at the Ford

booth for the weekend's event.

"Supporting young pilots through the Experimental Aircraft Association's fundraising auction reflects Ford's aviation

history, tracing back to the company's early days and the arsenal of democracy during World War

CONTINUED ON PAGE 2



The "Eagle" Mustang and a Spitfire will honor the RAF this week at an air show in Wisconsin.

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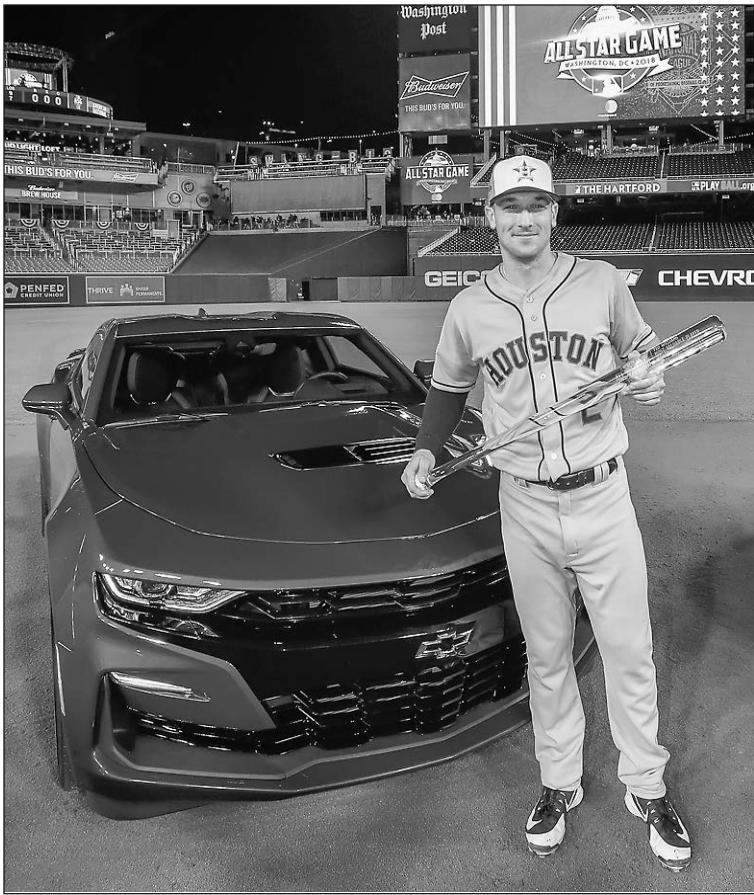
Macomb County MSU Extension is offering a Master Gardener Volunteer Program to Macomb County residents.

This 14-week training provides an in-depth education in many aspects of horticulture, including trees and shrubs, flowers, fruits, vegetables, soil, water, pests, indoor plants, lawns and more, said Macomb County spokeswoman Karen Burke. After completing 40 hours of volunteer community service, participants earn their Extension Master Gardener Certification, a widely recognized designation.

The classes will begin on Tuesday, Aug. 14, and end on Nov. 20, with each course running from 5:30 p.m. to 9:30 p.m.

All will be held at the MSU Extension office, 21885 Dunham Rd., Clinton Township.

Cost for the course is \$325, which includes the 1,000-page training manual. To sign up or learn more, contact the Macomb MSU Extension office at 586-469-6440.



2018 All-Star Game Most Valuable Player Alex Bregman with Camaro

Camaro Proves a Big Hit With 2018 All-Star MVP

The 2018 Ted Williams Most Valuable Player, Alex Bregman, chose the new Chevrolet Camaro SS Coupe during the most recent All-Star Game MVP award ceremony presented by Chevrolet at Nationals Park in Washington.

Chevrolet gave the Houston Astros player his choice between a Camaro Coupe and a Colorado ZR2, said GM spokeswoman Afaf Farah.

This is Bregman's first All-Star Game appearance and, in extra innings, he hit the game-winning home run that gave the American League the victory.

"Bregman set a great example for baseball fans and especially our kids by hustling hard for the entire game and demonstrating exceptional teamwork – essential qualities to win on the field, in the classroom and in life – and that is why Chevrolet is proud to present the MVP award," said Brian Sweeney, U.S. vice president of Chevrolet.

Entering the All-Star Game,

third baseman Bregman had been hitting .288 with 20 home runs and 64 RBI.

Chevrolet has been the Official Vehicle of Major League Baseball since 2005 and an Official Partner of PLAY BALL, MLB's collective effort to encourage young people to participate in baseball- and softball-related activities, since the program began in 2015, Farah said.

Through its Chevrolet Youth Baseball program in partnership with its dealers, Chevrolet has donated more than 150,000 equipment kits, raised more than \$36 million, offered more than 1,800 free skills clinics to the public and impacted more than 7 million boys and girls across the U.S.

"At Chevrolet, we appreciate the positive effect that playing sports has on our kids, and that is why it is so important for our brand and our dealers to support baseball at every level," said Sweeney.

Ford to Honor the RAF's History with Special Mustang

CONTINUED FROM PAGE 1

II," said Darrell Behmer, Ford Mustang design chief. "The Eagle Squadron Mustang GT build with Vaughn and the Ford design team is a great way to honor our heroes and keep the spirit of aviation alive for the next generation of American pilots."

2018 marks the 20th year Ford has supported the Experimental Aircraft Association AirVenture event and the 10th one-off Mustang it has provided for auction.

Notable Ford models inspired by other aviation legends include the 2011 Blue Angels and 2013

Thunderbird editions, Ford spokesman Jiyan Cadiz said.

All auction proceeds will be donated to the Experimental Aircraft Association's youth education programs, which encourage and support the next generation of pilots. To date, Ford has worked with the organization to raise more than \$3 million.

Visually stunning and unmistakably aggressive, the Eagle Squadron Mustang GT – painted in a camouflaged design to match the original Eagle Squadron Spitfire aircraft – features Gittin's RTR Mustang carbon fiber wide-body kit, and includes front chin spoiler, upper grille with integrated lighting, and Gurney lip added to the Performance Pack rear spoiler. Front turning vanes, dive planes, rocker splitters and lower grille diffusers are also fitted.

Under the hood, a Ford Performance supercharger kit first introduced at the 2017 SEMA show helps the Ford 5.0-liter V8 churn out 700 horsepower and 610 lb.-ft. of torque at 12 psi of boost on 93-octane fuel.

The engine is mated to a Tremec 6-speed manual transmission with Ford Performance short shifter, with power delivered to the road via an upgraded heavy-duty rear axle also supplied by Ford Performance.

An RTR Tactical Performance Suspension Package – with in-car adjustable MagneRide dampers, Ford Performance lowering springs and RTR adjustable sway bars – increases grip and lateral acceleration. Staggered RTR Aero 7 two-piece forged wheels with

285/30-ZR20 front and 305/30-ZR20 rear Nitto NT555 tires help keep the beast firmly planted on terra firma.

A custom leather interior features Recaro racing seats with embroidered Eagle Squadron logo. A hand-engraved shift knob made from metal melted down from an F-35 Lightning carries over the Eagle Squadron logo, and a one-of-one hand-engraved badge made from genuine Spitfire aluminum adorns the dashboard.

"Beyond its menacing looks, this powerful and hungry beast mimics the brute force and maneuverability of an original Royal Air Force fighter jet," said Gittin. "I really can't wait to pilot it up the summit at Goodwood."

Aside from becoming the owner of this one-off Eagle Squadron Mustang GT, the high bidder will receive an all-expense-paid trip for two to Detroit in August to attend the 2018 Ford Woodward Dream Cruise and be presented with the car.

Jack Pelton, CEO and chairman of the Experimental Aircraft Association, said Ford has once more come through to help the next generation of pilots find new pathways to flight.

"With this Royal Air Force-inspired Mustang GT, Ford has again stepped up with a wonderful tribute to the legacy of flight that will also greatly support EAA's efforts to encourage the next generation of aviators," Pelton said.

The Gathering is the annual fundraising event hosted at the Experimental Aircraft Association

Aviation Museum in support of the museum and youth aviation programs.

To learn more about the Experimental Aircraft Association, its youth programs and The Gathering (including bidding on the Eagle Squadron Mustang GT), call 920-426-6573 or email gathering@EAA.org.

PSA Carefully Planning U.S. Growth

CONTINUED FROM PAGE 1

dent he and his marketing department should really talk to each other," Dominique said.

Today, cars are sold to the public through franchise dealerships, Dominique said. That's a fact of life. But what if PSA didn't require its dealers to build lots that house 300 cars and have giant dealership showrooms? What if these PSA dealerships didn't have 10 or 12 service bays, so they wouldn't have to pay for down time when half the bays are not in use?

Because PSA is taking a long-term approach to the North American market, the company can build a sales infrastructure attuned to the 21st century.

"I am not putting down OEMs," Dominique said. "They are doing a very good job of optimizing their dealer networks in this current reality, but that is very expensive and not as profitable as we think it could be."

So PSA will have to do things differently, Dominique said. The company has spent considerable time and money examining the North American market. They have also avoided the mistake of rebadging a vehicle designed for Europe and sell it here.

Instead the plan is to design vehicles specifically for the market and to set up dealerships in parts of the country that are most receptive to imports, Dominique said. And the dealerships will be right-sized, so they will be profitable with a relatively low number of vehicle sales.

When asked if PSA would build factories over here, Dominique said that once an OEM builds a factory that can produce 100,000 vehicles a year, the pressure to produce mass sales increases and pretty soon PSA would be getting away from its plan.

The company has no plans to introduce new vehicles into the North American market in the next couple of years, Dominique said.



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A GM intern sees ice cream being made with liquid nitrogen at UDM.

DENSO Promotes STEM

CONTINUED FROM PAGE 1

university grants on June 13.

DNAF funds will be delivered to programs focused on design, materials management, mechanical and electrical engineering principles, thermodynamics, robotics and more – all intended to help cultivate and encourage a new generation of engineers and skilled workers.

"As a global technology and automotive leader, it's vital for DENSO to advance young people's education in engineering, technology and other related programs," said Doug Patton, president of the DENSO North America Foundation and executive vice president of Engineering at DENSO International America, Inc.

"To remain competitive in this ever-evolving, hi-tech landscape, it calls for a workforce that is skilled, well-trained and able to adapt quickly. We feel great responsibility to prepare students for what's next – for the health of our industry and their future careers."

"Manufacturing and automotive companies need technically-minded associates now more than ever," said David Cole, DENSO North American Foundation board member. "By supporting programs that emphasize STEM learning experiences in real-world settings, we hope to help students explore their passions, find a worthwhile and fulfilling career path, and help our communities prosper."

DNAF has supported STEM education through grants at colleges and universities since 2001, enabling students to access tools, technology and experiences that better prepare them

for technical careers after graduation. DENSO education grant proposals are by invitation only and evaluated based on technical merit, student experience and alignment with industry needs, Cole said.

This year's Michigan grant recipients, which play key roles in training the future automotive workforce, include:

- Kettering University;
- Lawrence Technological University;
- Michigan State University;
- Michigan Technological University;
- Oakland University;
- University of Michigan Dearborn;
- Western Michigan University.

State Gas Prices See Slight Rise

DEARBORN, Mich. (AP) – AAA Michigan says average gas prices statewide have risen about seven cents in the past week to about \$3 per gallon.

The Dearborn-based auto club said on July 16 that the average price for self-serve regular unleaded gasoline is about 65 cents more than at the same point last year. Michigan's lowest average price was about \$2.96 per gallon in the Marquette area. The highest was about \$3.06 a gallon in the Traverse City area.

The Detroit-area's average was about \$3, up 2 cents per gallon.

GM Student Corps Visits Local University

CONTINUED FROM PAGE 1

about education opportunities.

One of those education sessions took place at the college on July 19. DiGiovanni and his fellow GM volunteers took students to different stations at the school to learn about STEM careers. One booth showed how liquid nitrogen can be used to make ice cream.

"Who says science has to be dull," DiGiovanni said. "Sometimes it can be used to make ice cream. Students need to know that."

DiGiovanni credits Reuss for coming up with a program that can help young people across Detroit by using the knowledge of retired GM employees.

"Mark told me that GM had just written a \$28 million check to the Detroit Public School System," DiGiovanni said. "But he wanted to do more, so he proposed the GM Student Corps program, which would match students from specifically chosen schools in metro Detroit with retired GM employees."

"The retirees would mentor the students, who would also have paid GM internships in which they would do things like clean up a neighborhood or paint a school."

In addition to getting some spending money, the students would have a job that made their resumes pop and they would also have the chance to learn important life skills from their mentors that they might not otherwise learn, DiGiovanni said.

When DiGiovanni agreed to take charge of the program, he asked if could also hire college interns from UDM. When he retired from GM, he took a job there teaching economics.

"I went here for my college education," DiGiovanni said. "I went to the University of Detroit High School, and when I was in my freshman year, my father died. He worked in the wholesale fruits and vegetable business. He would get up at 4 a.m. and get home at 8 p.m. He taught me to work, work, work. But he died when he was 55."

DiGiovanni said that the family couldn't afford to send him to U

of D High School and when they explained to the staff why, he was given a full scholarship. And when he graduated high school, an arrangement was made with the University of Detroit College. Thanks to the concern given to him, he was able to get a job at GM and achieve a great deal with the company.

"Now it's my turn to give back to young people who could use a similar break and give back to the college," DiGiovanni said. "When I started the GM Student Corps, I said it was important to hire college interns. It gives them job experiences and they can act as a bridge between the retired mentors and the students. Things have changed since we were in high school and having young people around who can facilitate communication between the generations is a good idea."

One thing DiGiovanni has learned over the years is the importance of a work-life balance. He said he succeeded at GM because he outworked the competition. He often stayed at work until midnight or 1 a.m. That's what his generation was taught.

But on the down side, people who worked liked that ended up having failed marriages and poor relationships with their children. Upon retirement, they had nothing major in their lives.

That's why he and his retired colleagues enjoy volunteering their time with the GM Student Corps. They can impart impor-

tant values to students and encourage them to go to college, while helping them avoid the mistakes they made.

"More than 90 percent of these students at the participating schools will go to college," DiGiovanni said. "Going off to college is scary for anyone. But for someone who might be the first person in their family to go to college, it's especially scary."

"That was the case with me. I have two brothers who are masons. I was the first to go to college in my family and I can share my experiences with others in a similar situation."

One of the students who attended the sessions at UDM was Malasia Plummer. She will be starting her senior year at Osborn High School in Detroit. This summer is the first summer she was in the GM Student Corps.

"I like this program," Plummer said. "It's really nice having an internship that pays because I like money. Our work project is landscaping the land around Osborn High School and painting lockers. I also appreciated being able to come to UDM and learn about careers in science."

"But I really appreciate being able to talk with my mentor, Miss Deborah Easternhall. She worked for HR at GM and she helps me a lot and gives me great advice. Sometimes when I come to work in the morning and feel bad, I can talk to her about my problems. She gives great advice that comes straight from her heart."

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Auburn Hills' Nexteer Gets Tech Award

The Manufacturing Leadership Council honored Nexteer Automotive, which has its North American headquarters in Auburn Hills, with the 2018 Engineering and Production Technology Leadership Award for its virtual process simulations and real-time monitoring technologies resulting in significant cost-savings, optimized manufacturing processes, enhanced quality, and improved product performance, said Nexteer spokeswoman Dawn McDonald.

"The Manufacturing Leadership Council's latest award reflects Nexteer's technology leadership as part of our Digital Trace Manufacturing effort. It's exciting to be at the forefront of the industry's 4.0 movement," said Dennis Hoeg, vice president and North America chief operating officer for Nexteer.

"The automotive industry is evolving at record speed – not only in redefining what is now mobility, but also in redefining global manufacturing processes, tools, and predictive analytics. Nexteer is a technology leader not only in what we do, but how we do it."

The Manufacturing Leadership Council's theme for their 2018 awards summit is "Accelerating the Transformation to Manufacturing 4.0." 2018 marks the second consecutive year that Nexteer achieved a Manufacturing Leadership Award.

This is not the first time that Nexteer has been honored by The Manufacturing Leadership Council, McDonald said. Back in 2017, the council honored Nexteer with the "Enterprise Technology Leadership" for its work in Digital Trace Manufacturing.

New Durango is Coming to Dealers This Fall

The Dodge Durango – the ultimate "no-compromise" SUV – launches into 2019 with five distinct models – SXT, GT, Citadel, R/T and SRT, providing a solid range of performance and powertrain options, from the 475-horsepower Durango SRT to the efficient V6 power of the Durango SXT, with available all-wheel-drive capability on all models, said FCA spokesman Dan Reid.

New for 2019, Durango GT models continue to deliver V6 fuel economy, but now share the Durango SRT and R/T's performance front fascia and LED fog lamps, Reid said.

The SRT-inspired performance hood with center air inlet duct and two heat extractors is available on Durango GT. Also new for 2019, Durango Citadel models get standard second-row captain's chairs and Durango models equipped with the optional Trailer Tow Group now feature a new integrated trailer brake to complement Durango's towing capability.

"The Durango is our three-row Charger of the SUV segment, delivering uncompromised utility, advanced technology, class-leading towing and driving range, confident driving dynamics and aggressive styling," said Steve Beahm, head of Passenger Cars, Dodge/SRT, Chrysler and FIAT, FCA – North America.

"Customer demand for utility vehicles in the United States has exploded over the past decade, and with America's fastest, most powerful and most capable three-row SUVs in our garage and the new updates for the 2019 model year, Dodge Durango continues to separate itself from the competition with the performance and capability that our customers demand."

Dealers can now place orders



The 2019 Dodge Durango is coming to dealerships soon.

for the 2019 Dodge Durango. Vehicles are scheduled to start arriving in Dodge dealerships this fall.

The 2019 Durango SRT features a 392-cubic-inch Hemi V8 delivering 475 horsepower and 470 lb.-ft. of torque, allowing it to go from 0-60 miles per hour in 4.4 seconds and covering the quarter-mile in 12.9 seconds, as certified by the National Hot Rod Association (NHRA), all while with a best-in-class towing capability of 8,700 pounds, Reid said.

Durango SRT is loaded with standard performance features, including a performance-tuned AWD system, a sophisticated Active Damping System that opens and closes the Durango SRT's suspension's damper valves and an exhaust system tuned to offer an unmistakably deep, high-performance Dodge/SRT exhaust note, Reid said.

Durango SRT, said Reid, boasts outstanding high-speed cornering capability, thanks in part to stiffer front and rear springs and rear sway bar. Massive Brembo

high-performance six-piston and four-piston calipers and vented rotors at all four corners bring Durango SRT to a halt quickly.

The 2019 Dodge Durango R/T offers the iconic 5.7-liter Hemi V8 engine mated to the TorqueFlite eight-speed automatic transmission, Reid said. This combination is good for 360 horsepower, 390 lb.-ft. of torque and a best-in-class tow rating of 7,400 pounds, he said. Fuel Saver Technology with cylinder deactivation alternates between high-fuel-economy four-cylinder mode and V8 mode when more power is in demand.

New for 2019, Durango R/T models are available with Sepia leather seats and an 825-watt, 19-speaker Harman Kardon audio system that delivers outstanding sound and refinement, Reid said.

All 2019 Durango models now offer an integrated trailer brake when equipped with the optional Trailer Tow Package. Blind-spot Monitoring with Rear Cross Path detection is also available as a free-standing option.

For 2019, Durango SXT models offer leather seats for an added premium feel and standard five-passenger seating that can be configured in 50 different ways.

FCA Tipton Plant Earns Silver Designation

CONTINUED FROM PAGE 1

milestone award, said FCA spokeswoman Jodi Tinson.

WCM is the structured and rigorous FCA production methodology designed to make plants more flexible and competitive by eliminating waste, increasing productivity, and improving quality and safety in a systematic and organized way.

First implemented by Fiat in 2006 and introduced to Chrysler Group as part of the alliance between the two companies in June 2009, WCM principles are applied to all aspects of the plant organization, from quality to maintenance, cost control to logistics, with the goal of continuous improvement, Tinson said.

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

Tipton Transmission was awarded silver following a two-day audit during which they earned a minimum of 60 points in 10 technical and 10 managerial pillars.

Employees demonstrated clear WCM 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 applaud the team at Tipton for dedicating themselves to achieving silver just two years after receiving bronze," said Brian Harlow, vice president – Manufacturing, FCA North America.

"This award is not only significant for Tipton, but also for FCA US.

"With five plants earning silver since January, it demonstrates that the pace of WCM implementation is accelerating as our employees continue to develop a deeper understanding of the methodology and share their knowledge with others.

"WCM has changed the culture in our plants by recognizing that our employees are important to our success, which has also helped create a new spirit of cooperation, based on mutual respect and a focus on our shared future."

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 organiza-

tion, 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.

In addition to Tipton, the nine other FCA North American facilities that have been designated silver are: Windsor (Ontario) Assembly Plant, Dundee (Mich.) Engine Plant, Toledo (Ohio) Assembly Complex, Saltillo (Mexico) South Engine Plant, Mack Avenue (Detroit) Engine Plant, Saltillo (Mexico) Van Assembly Plant, Warren (Mich.) Stamping, Toledo (Ohio) Machining and Sterling Stamping (Sterling Heights, Mich.). Windsor Assembly was the first plant to reach silver status, an honor they received in March 2014.

The four plants to achieve silver so far in 2018 are Saltillo Van, Warren Stamping, Toledo Machining and Sterling Stamping.

In addition to the 10 silver plants, there are an equal number of facilities that currently hold the WCM bronze designation:

- Saltillo (Mexico) Truck Assembly;
- Trenton (Mich.) Engine Complex;
- Indiana Transmission Plant II (Kokomo, Ind.);
- Kokomo (Ind.) Transmission Plant;
- Kokomo (Ind.) Casting;
- Toluca (Mexico) Assembly;
- Brampton (Ontario) Assembly;
- Belvidere (Ill.) Assembly;
- Indiana Transmission Plant I (Kokomo, Ind.);
- Warren (Mich.) Truck Assembly.

In February 2013, FCA US announced that it would acquire an existing facility in Tipton, Ind., and invest \$162 million to establish an additional assembly site for the nine-speed transmission, creating up to 850 new jobs, Tinson said.

Production of the nine-speed transmission began in April 2014.

The plant currently employs nearly 950 people.

Tipton was the fastest plant to achieve bronze status, a recognition they received in July 2016.

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FCA Opening New Employee Health Clinic

FCA is going forward with its plans to open a physician-led, primary care clinic in Kokomo, Ind., to exclusively service employees and their families.

More than 22,000 health care members will have access to the clinic, the majority of whom are located within 10 miles of the facility, said FCA spokeswoman Val Oehmke.

The FCA Family Health and Wellness Center, powered by St. Vincent, will provide a personalized experience through comprehensive primary care services and wellness programs, Oehmke said. The clinic is centrally located to the five FCA plants in the area, which comprise one of the largest automotive transmission complexes in the world.

"Kokomo is the perfect location to launch a primary care, near-site clinic given the size and proximity of the employee community working in our five local manufacturing facilities," said Kathleen Neal, director - Integrated Health Care & Disability, FCA.

"Sustaining a healthy workplace and promoting the well-being of our employees and their families is integral to the success of our business."

The clinic will open and begin providing care to patients on July 30, Oehmke said.

St. Vincent, part of the Ascension health care organization, was selected to operate the clinic. It is dedicated to serving Indiana's residents for more than 126 years, and will offer FCA employees and their families access to not only primary care providers and wellness services through this new clinic, but also to local specialists at St. Vincent Kokomo.

"St. Vincent is excited to have been selected to offer convenient access to high-quality, compassionate and preventative health care for thousands of FCA employees and their families," said St. Vincent Indiana CEO Jonathan Nalli.

"By providing improved and easy access to care, we believe we can help bring about a healthier workforce, community and economy in Indiana."

Citing high per capita health care costs and a shortage of primary care physicians in Indiana, FCA established the Kokomo clinic to create a more personalized and distinct health care experience, Oehmke said.

About 40 percent of FCA employees do not have a primary care physician, which means many of these employees are visiting places like emergency rooms and urgent care facilities.

Germans Looking At Opel Emissions Report History

BERLIN (AP) – German automaker Opel reportedly faces questions over emissions from its diesel vehicles, an issue that's already tarnished many of its competitors.

Germany's transport ministry confirmed a report by weekly *Bild am Sonntag* July 13 that authorities have asked the company to answer questions about the way the emissions cleaning system in three of its models works.

Bild am Sonntag reported investigators have found evidence that the cars switch off their emissions cleaning system while driving, for no apparent reason.

Opel's rival Volkswagen was found three years ago to have used a so-called defeat device to ensure its diesel cars reduce emissions in official tests, but not during regular driving.

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Ford Dives Deeper Into Chinese Marketplace

Ford Motor (China) Ltd. and Baidu, Inc., have agreed to explore strategic collaborations to enrich the consumer experience and build a sustainable mobility ecosystem in China.

Ford China and Baidu will jointly explore cooperation across a variety of domains including connectivity and digital services, artificial intelligence and digital marketing, said Ford spokesman Matt Moran.

Peter Fleet, Ford group vice president and president of Ford Asia Pacific, and Ya-Qin Zhang, president of Baidu, met on June 26 at Baidu's headquarters in Beijing and witnessed the signing of the Letter of Intent between the two companies. Robert Hou, director of mobility platforms and products, Ford Asia Pacific and Tan Su, general manager of Baidu's internet of vehicles division, signed the strategic cooperation agreement on behalf of the two companies.

"Collaborating with leading technology companies such as Baidu supports our vision to become the world's most trusted mobility company by leveraging new opportunities to build a sustainable mobility ecosystem. As part of our 'In China, For China' strategy, we look forward to working closely to offer smart products and solutions that can make people's lives easier and more enjoyable," said Fleet.

The two companies will work together to collaborate on new in-vehicle infotainment systems and digital services based on Baidu's DuerOS conversational AI platform, with features such as voice recognition, natural language understanding and image recognition in order to deliver a personalized user experience for Ford vehicle owners in China.

Leveraging AI technology and



From left, Zhang, Su, Hou and Fleet met in Beijing to sign and witness a Letter of Intent to collaborate.

a vast ecosystem of information and services, the DuerOS system enables vehicle owners to command and communicate with their vehicles using natural language and easily access information and services that they need in daily life, Moran said. Ford and Baidu are looking to establish a joint connectivity lab to investigate innovation opportunities across their automotive and mobility businesses in China.

Both companies are dedicated to developing new cloud-based AI solutions to enrich the user experience in-vehicle and through other customer touchpoints, Moran said. The two companies will also explore opportunities in cloud computing, such as integration with Transportation Mobility Cloud (TMC), the open cloud-based platform being developed by Autonomic, a subsidiary of Ford Smart Mobility, that provides transportation services such as vehicle connec-

tivity for multiple players in the transportation ecosystem.

In addition, Ford and Baidu will leverage both parties' areas of expertise to investigate technologies and big data to explore business opportunities related to targeted digital marketing.

This would enable Ford to more precisely understand Chinese consumer behaviors and preferences and develop offerings to meet the needs of these customers.

"Baidu and Ford share the vision of using technology to build the future of driving," said Zhang. "Together, with Baidu's leading-edge AI technology and Ford's advanced engineering expertise, we will transform the mobility ecosystem and create the next-generation in-vehicle experience for consumers."

This new letter of intent further builds on the existing partnership between the two companies, Moran said. In July last year,

Ford joined Baidu's Apollo autonomous driving open platform as a founding member.

FCA-UAW Scanal Results in Jail

DETROIT (AP) – The wife of a late union official has been sentenced to 18 months in prison as part of a federal corruption investigation at a training center run by Fiat Chrysler and the United Auto Workers.

A federal judge on Friday also ordered 54-year-old Monica Morgan to serve a year of supervised release and pay a \$25,000 fine.

Morgan was married to General Holiefield, who was a UAW vice president before his 2015 death. Former Fiat Chrysler labor negotiator Al Iacobelli admits he spent more than \$1.5 million in cash and gifts on high-ranking UAW members, including Holiefield.

Auburn Hills' Faurecia to Grow in Toledo

Faurecia Interiors has plans to open a new production facility in Toledo, Ohio.

The new facility will create more than 100 new jobs and officially begin production activity in April 2019, ramping up to full production within a few months.

Faurecia, a global manufacturer of automotive interior systems with North American headquarters based in Auburn Hills, will make an estimated investment of \$11 million to begin operations in the 73,000-square-foot plant, said Faurecia spokeswoman Dawn Swindle.

"Faurecia is proud to open this new site and to provide new opportunities for local jobseekers," said Donald Hampton, Jr., president of Faurecia Interiors in North America. "We look forward to building on Toledo's reputation for automotive expertise and excellence as we provide our customers with high-quality products."

"Faurecia becoming a part of Overland Parkway is another great addition for Toledo, bringing more jobs and helping with the revitalization of manufacturing in Toledo," said Ed Harmon, president of NAI Harmon and Harmon Development. "The Harmon Group is proud to play a part in this growth."

The project going forward is still contingent on final approvals at the state and local level, Swindle said.

Faurecia plans to manufacture and assemble full instrument panels using the latest technologies in the proposed facility.

The company currently employs more than 750 people in Ohio at its Clean Mobility facilities in Franklin, Toledo and Troy, Swindle said.



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Cadillac Racing Teams Win Big in Canadian Grand Prix

Cadillac V-Performance Racing team Konica Minolta Cadillac finished second July 8 in the IMSA WeatherTech SportsCar Championship Mobil 1 SportsCar Grand Prix at Canadian Tire Motorsport Park (CTMP).

The Whelen Engineering Cadillac came in third, followed by the Mustang Sampling Cadillac fourth on the day.

At the drop of the green at 2:05 p.m., Renger Van Der Zande drove the No. 10 Konica Minolta Cadillac DPi-V.R to second from his fourth place starting position, said GM spokesman Kyle Chura. Twenty-two minutes into the race, the first caution flew with Van Der Zande running second.

The Whelen Engineering Cadillac was able to dive into pit lane just prior to the yellow and make its driver change and get service, improving its track position to second on the restart. An hour into the race, Van Der Zande took the lead, followed by Felipe Nasr behind the wheel of the No. 31 Whelen Engineering Cadillac DPi-V.R in second.

As the teams cycled through the third caution of the race, the No. 5 Mustang Sampling Cadillac DPi-V.R with Filipe Albuquerque at the wheel made it a Cadillac 1-2-4 at the one-hour-and-fifteen mark, Chura said. Jordan Taylor took over the No. 10 Cadillac and proceeded to lead up until the last 13 minutes of the race. Two late race caution flags, first with 20 minutes remaining and the last with 12 minutes to go allowed the race's pole-sitter Colin Braun, No. 54 Oreca, to make up track position and eventually pass Taylor on the outside for the win.

"I wouldn't say we're the happiest team right now, but we cannot be unhappy with second place," Van Der Zande said. "It's good for the points and we did everything right today and I think we should be very, very proud of having a car that we could fight with. My stint was cool and Jordan did a great stint and the winning car was just in a different league today and that's why we lost the race. I'm happy

for the points we gained but unhappy that we lost, at the same time."

"I think we had a dominant day, all things considered," Taylor said. "Renger was able to control things from the front once the 6 car went off strategy. We were basically in fuel-saving mode and staying out of trouble. Renger had a flawless stint and pulled a good gap. And, once I was in, we were still able to control things and had good pace. But, as soon as the 54 car came through the field, there was no stopping them. All things considered, I think a second-place finish is good for the championship. It should've been a win, but that part of it was out of our control. So, we'll go to Road American and keep fighting and hopefully contend for some wins."

Last year's winners had another good run at CTMP. The No. 31 Whelen Engineering Cadillac DPi-V.R driven by Eric Curran and Felipe Nasr ran toward the front the last third of the race and came home on the last step of the podium in third.

"It's a flip-flop from yesterday (July 7)," Curran said. "We struggled for sure in qualifying. The No. 5 and No. 31 both were back in the pack without the speed needed. The Action Express guys never give up and worked on the car to find some more speed in it. At the end of the day, Tim (Keene) on the pit box and his strategy helped us get here. He knows exactly when to pit and all the Whelen guys killed the pit stops on all fronts, it is a whole team effort. It's amazing because we made so much of our progress in the pits. We seem to be good at that and we just do our thing and remain consistent."

"We don't have the fastest car but congrats to the No. 54 car, they deserve this win. We didn't have nearly the pace for them. The Whelen Cadillac was still good and it was a good day for championship points. I think we flip-flopped back to the lead with our No. 5 teammates. I love coming to CTMP and it's always good to be on this podium."

Howe Bridge Breaks Ground

DETROIT (AP) – A groundbreaking for the advance construction of a new international bridge connecting Detroit with Windsor, Ontario, in Canada has been held.

Officials from both countries attended the July 17 ceremony at the site of the future Gordie Howe International Bridge in southwest Detroit. The Canadian-financed span over the Detroit River is scheduled to open

in 2020. Construction could start in earnest by early October.

Michigan Gov. Rick Snyder touted the project July 17 as an "economic engine" for Michigan and Canada. A final contract is expected to be signed later this year for the cable-stayed bridge. Currently, the privately-owned Ambassador Bridge and the Detroit-Windsor Tunnel are the only commuter crossings between the two cities.



Van Dyke Across From GM Tech Center



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Lyft to Upgrade Company's Security Checks

SAN FRANCISCO (AP) — Ridesharing company Lyft said July 18 that it's beefing up its background checks after a driver arrested for rape was found to be in the United States illegally.

The company's "enhanced detection processes" will apply to new applicants and existing drivers, Lyft spokeswoman Kate Margolis said.

San Francisco Police arrested Lyft driver Orlando Vilchez Lazo, 36, last week and charged him with raping four women who he lured to his car pretending to be their rideshare driver. The company fired Vilchez Lazo on July 13, Margolis said.

Margolis and police investigators said there's no evidence Vilchez Lazo was on duty when the attacks occurred.

On July 18, the U.S. Immigration and Customs Enforcement agency said Vilchez Lazo was living in the country illegally and that it planned to deport him to his native Peru if he was ever released from jail in the United States. He is being held without bail and faces a maximum sentence of life in prison if convicted. Vilchez Lazo was scheduled for arraignment and assignment of a lawyer last week.

Vilchez Lazo "fraudulently represented himself" when he applied for a job and passed the company's background check, Margolis said. Uber and Lyft hire private background companies that run a driver's name, license and Social Security number through local court records, national criminal databases and a federal sex offender registry. Searches can take as little as 24 hours, and none would flag a worker in the country illegally using bogus documents.



2018 Jeep Grand Cherokee



2018 GMC Yukon Denali

Autotrader Likes Detroit's SUVs for Summer of 2018

Detroit OEMs are doing something right when it comes to SUVs. At least that's what the editors at Autotrader.com believe, with six out of the top 10 SUVs for the summer of 2018 being made by the domestics.

"As the temperatures continue to rise, breaking heat records across the country, Autotrader editors put together its list of the 10 hottest SUVs for the summer of 2018," said Autotrader spokesman Andrew Nicolai. "These fun, practical vehicles are the 10 most-searched new, used, and certified pre-owned utility vehicles on Autotrader."

"Utility tops the must-have list for today's car shopper, which is why SUV sales continue to set records among buyers," said Brian Moody, executive editor for Autotrader.

The Jeep Wrangler took the top spot on the Autotrader list. It was followed by the Jeep Grand Cherokee. The Chevy Tahoe took fourth place, while the Ford Explorer took fifth. The Chevy Sub-

urban finished in seventh place and the GMC Yukon was ninth.

Editors liked the Wrangler, writing that it is "always a popular model, the Jeep Wrangler is all new for 2018. With a thoroughly revised interior, new powertrain options, and updated tech, the new Wrangler gives you everything you love about this icon without sacrificing comfort and convenience. And yes, it still has the off-road capability you'd expect from the nameplate."

They called the Grand Cherokee "a bit more civilized, but still has serious off-road chops, the Grand Cherokee is a popular choice for good reasons. The Grand Cherokee has a look that's rugged yet refined and that theme continues in the interior and in the SUV's performance."

Editors liked the versatility of the Tahoe, writing it "can be a family car, a rugged work vehicle, a comfortable commuter, or anything in between. It is also one of the longest-lasting vehicles on the road not only because of its



2018 Ford Explorer

strong reliability record, but because their owners love them so much that they drive them for as long as they can."

The Explorer earned praise for just doing its job well. Editors wrote, "what people love about the Explorer is that it delivers a comfortable, car-like driving experience thanks to its unibody construction while still offering all the utility of an SUV."

Editors liked the Suburban for its power and its economy. They wrote the "mighty Suburban can

haul passengers and cargo while towing a boat all at once without breaking a sweat. If you need one vehicle that does it all, the Suburban is the SUV for you."

As for the Yukon, editors wrote "the Yukon can be optioned into a full-on luxury SUV with the ritzy Denali trim. But even the non-Denali Yukon has the same versatility and toughness of the Tahoe in a classier package. Choosing between the Yukon and the Tahoe is purely a matter of personal taste and your budget."

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Silverado Chassis Cab Has Versatility – Peper

Pickup trucks are hot sellers in today's retail automotive market, but that doesn't mean that Chevrolet has ignored the commercial side of the equation, said Ed Peper, U.S. vice president, GM Fleet.

The manufacturer suggested retail prices for the 2019 Chevrolet Silverado chassis cab trucks will start at \$48,465, Chevrolet revealed in mid-July. This includes a \$1,495 destination charge, but excludes taxes, title and additional dealer fees, said GM spokeswoman Rita Kass-Shamoun.

Customers can visit one of more than 400 Chevrolet commercial medium duty dealers to customize and price the new work truck. Production will begin in late 2018.

"These new Silverado chassis cabs are a great addition to our lineup because we can now offer small businesses and large fleets a truck that can be upfitted to do many jobs, including construction, utility and landscape work, tow truck operations, first responder calls and more," said Peper. "Chevrolet was obsessed with making these Silverado trucks easy to upfit, drive and own."

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

The frame is designed with one-piece straight rails with no rivets or brackets on top to interfere with the mounting of custom-made bodies.

There are no obstacles to work around, helping to save time and money during the upfit process, Peper said.

More frame lengths are offered compared with key competitors, which can help customers specify the exact truck to suit their needs, he said.

The truck is designed to be easy to service, with a clamshell hood and a wheel cut of up to 50 degrees that can give technicians better engine access than trucks with conventional hoods.



The 2019 Silverado chassis cab

Optional equipment includes a twin-tank fuel capacity of up to 65 gallons, a factory-installed air suspension and a full suite of available connectivity, including OnStar, Commercial Link and a built-in 4G LTE Wi-Fi hot spot.

The ultimate Chevrolet Silverado is the 6500HD, which is similar in size to the 4500HD and 5500HD but is rated to 22,900 pounds GVWR, Peper said.

"Bucket truck builders, fleet managers and many other customers told us they face a

dilemma when their GVWR needs exceed 19,500 lbs.," said John Schwegman, director of Commercial Product and Medium Duty at GM Fleet. "Some pay for expensive aluminum bodies to save weight so they can stay with a Class 5 chassis."

"Others may spend \$10,000 or more to purchase a larger truck with much more GVWR than they need. The Silverado 6500HD gives them capability and protects their bottom line. It's a great solution."

Audi Chief Wants Out of Jail

BERLIN (AP) – Audi's chief executive is seeking his release from jail during an ongoing investigation of suspected fraud as part of parent company Volkswagen's diesel emissions scandal.

Rupert Stadler was arrested June 18 due to fears he might try to evade justice. Authorities had earlier searched his private residence on suspicion of fraud and indirect improprieties with documents.

News agency dpa reported that Munich prosecutors said July 19 that Stadler has filed a complaint against being kept in investigative custody, which the court will now consider.

Audi said shortly after Stadler's arrest that it had complied with his request to temporarily relieve him of his duties. The company named sales chief Abraham "Bram" Schot as its interim CEO.

The probe against Audi fol-

lows the emissions scandal that has rocked Volkswagen since 2015.

Stadler's arrest came shortly after an executive restructuring at Volkswagen Group. Former CEO Matthias Müller, who took over immediately after the scandal broke in September 2015, was ousted as CEO in April and replaced by Herbert Diess.

VW Group admitted it used the defeat devices, which amounted to software, to deceive regulators in the U.S. and Europe from 2006 to 2015. Thus far, the scandal has cost VW Group roughly \$30 billion.

NHTSA: Hurry Airbag Recalls

by TOM KRISHER
AP Auto Writer

DETROIT (AP) – The U.S. government's road safety agency is urging automakers to speed up replacement of potentially dangerous Takata air bag inflators.

The National Highway Traffic Safety Administration said in a statement July 13 that Heidi King, its top official, has met with 19 affected companies urging them to accelerate the recalls and to post recall plans on their websites. The statement didn't say if automakers agreed to the request and NHTSA did not immediately answer messages left by AP.

Automakers missed a Dec. 31 deadline to replace 100 percent of the oldest and most dangerous inflators, and they have been slow to complete the recalls, which began more than 15 years ago. Automakers say it's difficult to get people to take their cars in for repairs, especially with older models.

Takata's inflators can explode with too much force and hurl shrapnel into drivers and passengers. At least 23 people have been killed and about 300 injured worldwide.

The inflators have resulted in the largest series of auto recalls in U.S. history, covering 37 million vehicles and about 50 million inflators.

"It's imperative that manufac-

turers take every available step to reach each and every owner of a vehicle with deadly air bags and take action to ensure that those dangerous air bags are replaced as soon as is safely possible, King said in the statement.

But Jason Levine, executive director of the nonprofit Center for Auto Safety, said King has placed the burden on consumers rather than using the agency's authority to make automakers comply.

"Today, we see yet again this administration's inability to protect consumers as this announcement does nothing to make more readily available the replacement air bags that tens of millions of Americans are waiting on and deserve," he said on July 13 in an email.

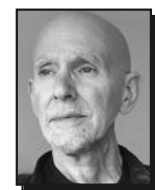
Sen. Bill Nelson, D-Fla., said in an email that he asked King to demand that automakers submit binding plans to show how they'll fix the vehicles.

"She needs to stop begging them for action, and actually use her authority to get the job done," he said.

Toyota said it already has made Takata recalls more prominent on its website and is publishing quarterly compliance reports that include scheduled recalls.

To protect the public in the safest way, NHTSA is managing the recalls in an effort to make sure the most dangerous inflators are replaced first.

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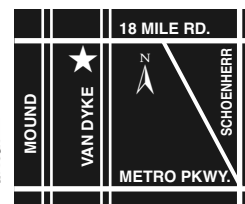
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CHEVROLET

Lear Hires U-M Professor As Investor Relations Chief

Alicia Davis, a professor and associate dean at the University of Michigan Law School, has been hired as vice president of Investor Relations at Lear Corporation, succeeding the retiring Mel Stephens.

Davis' appointment is effective Aug. 1. During the coming months, Stephens will assist with the transition of the Investor Relations role and his other responsibilities.

Davis will report to Ray Scott, Lear's president and CEO, and lead the ongoing development and implementation of Lear's investor relations strategy, said Lear spokesman Joel Elsesser.

Davis currently is the associate dean for Strategic Initiatives at U of M. Her teaching and research focus is on corporate governance, capital markets and mergers and acquisitions.

Her professional experience also includes time as a corporate lawyer at Kirkland & Ellis and as an investment banker, first, at Goldman Sachs and, later, at Raymond James, where she served as a vice president.

She has an undergraduate degree in business administration from Florida A&M University, a Juris Doctor degree from Yale Law School, and a Master in Business Administration from Harvard Business School.

"Alicia is the perfect candidate to lead Lear's Investor Relations function and our communications with Wall Street going forward," said Scott.

"Alicia has a very distinguished academic background and significant capital markets and legal expertise. I am delighted to welcome someone with Alicia's experience and outstanding credentials to Lear."



Mel Stephens

"As we welcome Alicia to Lear, I want to thank Mel for his distinguished service to Lear in many senior leadership roles over his 17-year career.

"He has contributed importantly to the development of Lear's strategy, strengthening the Lear brand and delivering superior shareholder value," said Scott.

Lear Corporation is a global supplier of automotive seating and electrical systems,

It was founded in Detroit in 1917 as American Metal Products. Today, Lear is one of the world's leading suppliers of automotive seating and electrical systems (E-Systems).

Lear serves every major automaker in the world, and Lear content can be found on more than 400 vehicle nameplates.

Its world-class products are designed, engineered and manufactured by a diverse team of approximately 165,000 employees located in 39 countries.

Lear, with headquarters in Southfield, Mich., currently ranks #148 on the Fortune 500.

Flex a California Lifestyle Hit With Buyers

The Ford Flex is a popular SUV in two different markets – Los Angeles and Detroit – for very different reasons, which shows how the vehicle is able to meet different consumer demands.

Dibrie Guerrero, Consumer Marketing manager at Ford for the Flex, said that in California they like the Flex because they are attracted to its look and how it enables owners to live the California beach lifestyle.

"The looks of Flex can be polarizing between people," Guerrero said. "But once you get people inside, they all love it."

In Detroit, people like it because it's practical and they are attracted to its versatility, Guerrero said. They view it as a good family vehicle that they can use to haul things or take their kids to Little League practice.

"In California, people have also found that they can be comfortable driving or being stuck in a traffic jam," Guerrero said. "And part of what has helped us in the California market is that it's a vehicle that our dealer base believes in."

"They've done a lot of promoting of the Flex. While in other regions, dealers just put it out. Once California dealers saw how popular it was becoming, they started promoting the vehicle."

Part of what helps sell the Flex in California is its two-toned look, Guerrero said.

"Our appearance package is very popular," Guerrero said. "It comes with a black roof for the interior. That roof really makes the Flex stand out. It's known for its 'two-tone capability' in that the two-tone look is a decisive factor in the vehicle's popularity. The package also comes with 20-inch high-gloss Ebony black wheels and black rear-view mirror exteriors and two-tone seats for the interior."



2018 Ford Flex

The Western region, which includes California cities, accounts for about 30 percent of total Flex sales, Guerrero said. And its flexibility isn't just popular in Detroit.

"People like how they can combine the Flex into a lifestyle-commute vehicle," Guerrero said. "They don't have to silo their cars by having one for work and one for play. They can go from day to night with the Flex."

And that's no accident, Guerrero said. The Flex was created after Ford spoke with customers about what they wanted.

"We were able to take all that was told to us and offer a vehicle

to the public based on the feedback we got from them. We are able to be fashionable and practical, which is a great advantage in selling to customers.

"When people take to a vehicle like they have with the Flex, you know you've done your part."

There are still 2018 Flex vehicles in dealerships, Guerrero said, and the 2019 is coming.

But Flex fans shouldn't worry because there haven't been many changes in the two models. "We didn't have to do a lot," Guerrero said.

"When you get it right from the first, you don't have to change too much."

BMW Expanding in China

by JOE McDONALD
AP Business Writer

BEIJING (AP) – BMW Group and the biggest Chinese SUV brand, Great Wall Motor, announced a partnership July 10 to produce electric MINI vehicles in China as global automakers ramp up development under pressure from Beijing.

The companies said they signed an agreement July 9 during an event in Berlin attended by Chinese Premier Li Keqiang and German Chancellor Angela Merkel.

BMW and Great Wall said their venture, Spotlight Automotive Ltd., also will make electrics for the Chinese partner's brand. Great Wall put total investment in the venture at 5.1 billion yuan (\$770 million) and said it is aiming for annual production of 160,000 vehicles.

Automakers are pouring billions of dollars into creating electric models for China, the biggest market for the technology.

Beijing is using access to its market as leverage to induce global automakers to help Chinese brands develop battery and other technology.

Auto brands in China are required to make electric vehicles at least 10 percent of their sales starting next year or buy credits from competitors that exceed their quotas. Later, they face pressure to raise those sales in order to satisfy fuel efficiency requirements that increase annually.

Sales of pure-electric passenger vehicles in China rose 82 percent last year to 468,000, according to an industry group, the China Association of Automobile Manufacturers. That was more than double the U.S. level of just under 200,000.

Other automakers including General Motors Co., Volkswagen AG and Nissan Motor Co. have announced similar plans with Chinese partners to produce dozens of electric models.

Great Wall, headquartered in Baoding, southwest of Beijing, sells more than 1 million SUVs a year.

"With our joint approach, we can quickly scale up production and increase efficiency," said Klaus Frolich, a BMW board member, in a statement.

MINI's first battery electric model is due to be produced at its main British factory in Oxford in 2019, according to BMW.

China is BMW's biggest market. The Munich-based automaker said about 560,000 BMW brand vehicles were delivered to Chinese customers in 2017, more than its next two markets – the United States and Germany – combined.

China was MINI's fourth-largest market in 2017, with 35,000 vehicles delivered, the company said.

The electrics venture with BMW is an important boost for Great Wall, which industry analysts warned would struggle to satisfy Beijing's sales quotas due to its fuel-guzzling vehicle lineup and had yet to announce any significant electric plans.

Scandal Over Inspections Grow in Japan

TOKYO (AP) – Japanese prosecutors charged major steelmaker Kobe Steel July 19 with violating laws overseeing competition in a massive faking of product data.

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

Kobe Steel, which has repeatedly apologized for the practice, said in a statement that it took the allegations seriously and was working to prevent a recurrence.

"We once again deeply apologize," it said, without elaborating on specific charges. "The entire Kobe Steel Group is working together sincerely."

The systematic misconduct spanned years, affecting products sent to more than 680 companies, including aluminum castings and copper tubes for autos, aircraft, appliances and trains.

The scandal, which surfaced last year, has set off a class-action lawsuit and an investigation in the U.S.

Kobe Steel officials said a zealous pursuit of profits, unrealistic targets and an insular corporate culture were behind the scandal.

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PERIOD!

Was \$26,660 Sale Price: **\$20,999***

\$999 Down

NQ Security Deposit required. Tax, title and plate fees extra.

2018 SILVERADO "Z71" 4WD DOUBLE CAB



- **ALL STAR EDITION!**
 - GM Bed Liner **INCLUDED!**
 - Heated Seats!
 - Color Touch Screen Radio!
 - Trailing Package!
 - Remote Start and Entry!
 - Aluminum Wheels!
- Stock# Q10227

Was \$46,275 Sale Price: **\$35,339***
24 MONTH LEASE
\$129*

**TRUCK
MONTH**

\$999 Down

NQ Security Deposit required. Tax, title and plate fees extra.

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# Q10233

Was \$23,475 Sale Price: **\$16,799***
24 MONTH LEASE
\$139*

The Best Price...
PERIOD!

\$999 Down

NQ Security Deposit required. Tax, title and plate fees extra.

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*

The Best Price...
PERIOD!

\$999 Down

NQ Security Deposit required. Tax, title and plate fees extra.

2018 TAHOE "LT" 4X4



- 5.3L V8 ECOTEC3 Engine!
 - Color Touch Screen Radio!
 - Keyless Entry and Start!
 - Rear Vision Camera!
 - Second Row Captain Chair Seating!
 - Trailing Package!
- Stock# J43283

Was \$57,760 Sale Price: **\$47,799***
24 MONTH LEASE
\$459*

The Best Price...
PERIOD!

\$999 Down

NQ Security Deposit required. Tax, title and plate fees extra.

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



RICH MILNE
rmilne@moranautomotive.com



DAVID BERCEL JR.
dberceljr@moranautomotive.com

SHOWROOM HOURS:

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

(586) 791-1010

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

*Pictures may not represent actual sale vehicle. All applicable incentives including bonus cash, bonus tags, competitive brand, lease conquest and/or lease loyalty offers have been deducted from Sale Prices/Payments and are subject to change by the manufacturer without notice and are plus title, tax, plate and CVR fees and were valid at time of printing. GM Employee discount require except where noted. Leases are 10,000 miles per year. Silverado, Cruze 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 7/27/2018 @ 6:00PM.

