

## 2019 NAIAS Highlights Drive to Develop EV Tech

### FCA's Manley Says Electric Challenger 'Makes Sense'

It looks like FCA's muscle car lineup is due for some electric upgrading.

FCA CEO Mike Manley told members of the media during the 2019 NAIAS in downtown Detroit that FCA will be building an EV Challenger in the next decade.

Manley told *The Detroit News* that the platforms that FCA is using for the company's popular muscle cars – the Charger and

the Challenger – are aging and will have to be replaced in the upcoming decade as FCA moves on.

"They can't exist as you get into the middle-2020s," said Manley. "New technology is going to drive a load of weight out, so we can think of the powertrains in a different way. And we can use

CONTINUED ON PAGE 4



In the future, cars like this 2019 Challenger could have an EV engine.

### Cadillac Brand to Lead GM's Charge for EV Powertrains

Cadillac will be leading the charge in GM's development of EV technology.

The GM brand furthered its recent product blitz on Jan. 13 with the reveal of the brand's first EV, the first model derived from GM's future EV platform. The announcement was made at a special event held at the Garden Theater in Detroit to kick off the North American International

Auto Show (NAIAS). It's the company's move toward an all-electric future, said Cadillac President Steve Carlisle.

"Cadillac's EV will hit the heart of the crossover market and meet the needs of customers around the world," said Carlisle. "It will represent the height of luxury and innovation while positioning

CONTINUED ON PAGE 2



Cadillac showed off a rendering of the brand's first EV at NAIAS.

### F-150 Getting Tech Engine

It's official. Ford will be building an electric F-150 pickup truck in the future.

The news was officially confirmed by Jim Farley, Ford president of Global Markets, on Jan. 16.

Speaking at the Deutsche Bank Global Automotive Conference in the MGM Grand in Detroit, Farley told the audience that Ford would "be electrifying the F-Series – battery electric and hybrid – in a move designed to 'future-proof' the F-Series franchise."

The F-150 pickup truck is the top-selling motor vehicle in the North American market. Last year, Ford sold more than 700,000 of the pickup truck. It is currently assembled in plants in Dearborn and Missouri.

Ford spokeswoman Dawn McKenzie said that Farley's statement is consistent with Ford's strategy for its trucks.

"We're constantly looking at new ways to better serve our truck customers," McKenzie said. "From new features to new

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Waymo, supplier to Detroit auto firms, will add facilities in Michigan.

### Waymo Expanding in State

Another step was taken last week to make Michigan one of the centers of development of autonomous vehicle technology when the Michigan Economic Development Corporation (MEDC) on Jan. 22 approved a grant to help Waymo open a facility in the state.

Support for Waymo is further evidence that Michigan continues to lead the next revolution in transportation, as well as significant community revitalization actions, said MEDC spokeswoman Kathleen Achtenberg.

In addition to supporting Waymo, the MEDC also approved grants to Magneti Marelli. These business developments will generate total private investment of more than \$26.1 million and create up to 506 jobs, Achtenberg said.

The new investments draw on the state's R&D climate and timely supply of high-skilled engineering talent and logistical resources, she noted.

"Today's projects will fuel new

economic activity across Michigan, strengthen communities, and create good-paying jobs for our residents," said Gov. Gretchen Whitmer.

"Michigan is at the forefront of innovation in automotive design and development, and high-tech auto companies continue to realize the invaluable assets that Michigan has to offer: high-tech engineering resources, top-notch research and design, and a highly skilled workforce."

Waymo was established in 2016 as a subsidiary of Alphabet Inc. Based in Mountain View, Calif., it's a growing self-driving technology company, Achtenberg said. The company currently has an operation in the city of Novi with approximately 20 employees.

Waymo is looking to locate its vehicle integration operations in Michigan where it will integrate its self-driving systems into the vehicle platforms of its OEM

CONTINUED ON PAGE 3

### Ford Winterfest Lights Up Corktown Area

Just because it's cold in Detroit doesn't mean that Michiganders haven't been able to have some outdoor fun this winter.

Ford's Michigan Central Station Winter Festival opened Jan. 18 to a large crowd that braved the weather to enjoy a 3D light show on the iconic building, a night market and a first-of-its-kind exhibition of train station artifacts curated by the Detroit Historical Society.

Other family-friendly activities included live graffiti painting, face painting, fire pits with s'mores, artist demonstrations, live performances, vendor shops, community booths as well as an ice sculpture of the

train station. The 10-day festival was part of an extension of Ford's North American International Auto Show presence, said Ford spokeswoman Christina Twelftree.

Tapping into advanced 3D projection-mapping technology and old-fashioned storytelling, Ford has been able to use the 18-story train station as a canvas to re-create the station's glory days as a transportation hub, its revitalization, and its future as the centerpiece of a new 1.2-million-square-foot Corktown campus.

Along with its partners, Ford Motor Company seeks to shape the future of mobility and transportation, Twelftree said.

"We've planned the festival to coincide with NAIAS so we can give auto show guests and local residents a unique and unforgettable brand experience," said Garrett Carr, Ford global auto show and events manager.

"We're using Detroit's most famous landmark to captivate an audience through dramatic storytelling.

"Whether it's sitting behind the wheel of one of our vehicles or inviting people to see where we're going as a company, high-touch, personalized experiences like this are critical to cut through to customers in a noisy marketplace."



The Grand Central train station, currently undergoing restoration, was the center of Ford's recent Winterfest.







## Michigan Grants Helping Waymo Grow Operations

CONTINUED FROM PAGE 1

partners, Achtenberg said. The company plans to locate into a ready-to-go, light manufacturing facility space at a yet-to-be-determined location in Southeast Michigan that will support its capacity expansion plans.

"In the U.S., the auto industry is synonymous with Michigan. Auto manufacturing has created hundreds of thousands of jobs in the state and built an economic engine that helps fuel the entire country," said Waymo spokeswoman Alexis Georgeson.

"... Waymo is excited to announce that we'll grow our business in Michigan, as the Michigan Economic Development Corporation (MEDC) voted to approve our effort to establish our manufacturing presence to build our self-driving vehicles in the state, creating hundreds of jobs along the way."

The project is expected to generate total private investment of \$13.6 million and create 100 jobs with the potential for up to 400 jobs, resulting in a Michigan Business Development Program performance-based grant of up to \$8 million, Achtenberg said. Michigan was chosen over competing sites in a number of other states.

"With recent announcements like KLA-Tencor, Samsung, and Waymo today, we continue to see increased interest in Silicon Valley companies looking to relocate or expand into Michigan," said Jeff Mason, CEO of MEDC.

Mason also determines who receives grants on behalf of the Michigan Strategic Fund (MSF).

In addition to MSF support, MICHauto, an economic development initiative of the Detroit Regional Chamber, has offered to elevate Waymo's engagement and participation in MICHauto.

"In 2016, Waymo selected Novi as the location for its first Michigan mobility development center," said Detroit Regional Partnership Vice President of Business Attraction Justin Robinson.

"Having Waymo choose to yet again invest in the Detroit region for its second mobility operation is validation of our business case as a leading global center for technology development and integration."

## Court Once Again Denies Ghosn Bail

TOKYO (AP) – A Tokyo court rejected former Nissan chairman Carlos Ghosn's latest request for bail on Jan. 22, more than two months after his arrest.

A statement from the Tokyo District Court announcing its decision gave no explanation for prolonging a detention of the 64-year-old star executive, which has drawn international scrutiny of Japan's justice system.

Ghosn had promised to wear an electronic monitoring ankle bracelet, give up his passport and pay for security guards approved by prosecutors in his latest attempt to gain release from a Tokyo detention center.

His family said they will appeal.

Ghosn has been in custody since Nov. 19. He had a bail hearing Jan. 21. A Tokyo court rejected an earlier request for bail last week.

Ghosn, who led Nissan Motor

"We were excited to have the opportunity to compete for and win this project and value the support of the Michigan Economic Development Corporation and MICHauto in helping to close this deal."

**"... build our self-driving vehicles in the state, creating hundreds of jobs along the way."**

**– Alexis Georgeson, Waymo**

Magneti Marelli, founded in Italy in 1919, develops and manufactures high-tech components for the automotive industry and has 85 manufacturing plants, 15 R&D centers and 31 application centers in 20 countries around the world.

The company is looking to grow and invest in its North American headquarters to further strengthen its R&D, technology, and professional labor capabilities, Achtenberg said.

The company plans to expand at its facility in Auburn Hills, hiring new employees, constructing new labs and adding machinery.

The project is expected to generate private investment of more than \$12.5 million and create 106 jobs, resulting in a \$1.59 million Michigan Business Development Program performance-based grant, Achtenberg said.

Michigan was chosen over competing sites in a number of other states. The city of Auburn Hills has offered staff time in support of the project.

"We are honored that Magneti Marelli has chosen to continue its growth in Auburn Hills," said Auburn Hills Mayor Kevin McDaniel.

"This new investment will allow Magneti Marelli to continue developing technologies that will contribute to the advancement of mobility."

"We are excited about Magneti Marelli's reinvestment and the additional jobs it will bring to Auburn Hills."

Co. for two decades, has been charged with falsifying financial reports in underreporting his compensation from Nissan over eight years, and with breach of trust, centering on allegations Ghosn had Nissan temporarily shoulder his personal investment losses and pay a Saudi businessman.

Ghosn has said he is innocent, explaining that the alleged compensation was never decided, Nissan didn't suffer losses and the payment was for legitimate services.

His wife Carole Ghosn appealed for his release through Human Rights Watch earlier this month, saying Ghosn's treatment has been harsh and unfair.

Her views echo widespread criticism of Japan's criminal justice system both inside and outside Japan. Suspects who insist they are innocent get held longer.

## Chevy Hits the Bricks with LEGO Display

That's a lot of LEGO bricks. Chevrolet and students from the Oxford Community School's FIRST LEGO League and Detroit's Ralph Waldo Emerson Elementary's A World in Motion Program unveiled the first-ever full-size LEGO Silverado at the 2019 North American International Auto Show just ahead of the show opening to the public.

The LEGO model is an exact life-size replica of the new 2019 Silverado 1500 LT Trail Boss, and it is the first full-size Chevy vehicle built entirely of LEGO bricks, said GM spokeswoman Afaf Farah.

The LEGO Silverado continues the partnership between Chevy and Warner Bros. Pictures that began in 2017 with "The LEGO Batman Movie" and the LEGO Batmobile from Chevrolet, Farah said.

This partnership builds on the Silverado marketing efforts that were launched by Chevrolet and General Motors earlier this month.

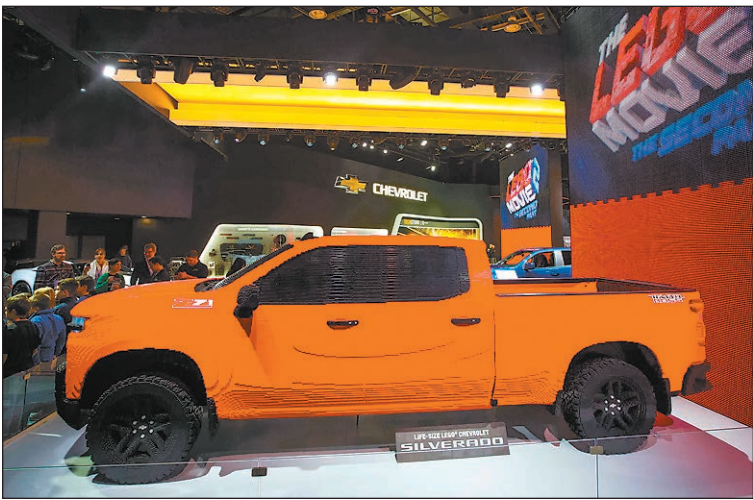
"Chevrolet is once again thrilled to be working with Warner Bros. to integrate the brand

and one of our most iconic products – Silverado – into 'The LEGO Movie 2: The Second Part,'" said Sandor Pizar, director of Chevrolet Truck marketing.

"The themes of determination and teamwork in the new movie align perfectly with our Chevy brand values and we are sure that the all-new Silverado has the features, technologies and strength that would help Emmet,

Lucy and their friends as they take on exciting new challenges."

Making the full-size pickup truck out of LEGO blocks wasn't easy, Farah said. Eighteen specially trained LEGO Master Builders spent more than 2,000 hours hand-selecting and placing each of the 334,544 pieces on the red LEGO Silverado, which has unique working lights and graphic details.



Chevy showed off a full-sized Silverado made of LEGO bricks at NAIAS.

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The site of the Packard bridge collapse was cordoned off for safety because of potential chemical exposure.

## Packard Plant Pedestrian Bridge Collapses

The famed Packard Plant pedestrian bridge that crossed East Grand Boulevard in Detroit collapsed on Jan. 23.

The event took place at about 3 p.m., Detroit police reported, saying that no one was injured when the collapse happened and the street was immediately closed off so that debris could be cleared.

Joe Kopietz, a spokesman for site co-owner Arte Express, told *The Detroit News* that contractors at the site noticed bricks falling from the bridge at about 3 p.m. He says the cause of the collapse is believed to be a pre-existing structural issue and temperature fluctuations.

The city also co-owns the bridge. The office of Mayor Mike Duggan says it's making plans to have a contractor remove the debris as soon as possible.

The bridge was erected in 1939. It had been off-limits to tour groups in recent years because of concerns about its structural integrity.

Most of the Packard Plant is owned by Spanish-born developer Fernando Palazuelo, who is

gradually moving forward with a site redevelopment plan.

Attorney Joe Kopietz, a spokesman for Palazuelo's company Arte Express Detroit, told the *Detroit Free Press* that Palazuelo hopes to see the bridge reconstructed in the future. He did not know the precise cause of the collapse, but sus-

pects that recent temperature swings between thawing and freezing had a role.

The Web site sometimes-interesting.com states that the plant was designed by Albert Kahn and opened in 1903, the factory was world-class in its day. The Packard factory occupied 3.5 million square feet of interior space.

## Challenger EV in the Future

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electrification to really supplement those vehicles."

This statement came at a time when FCA's muscle car sales are actually increasing. Challenger sales increased 3 percent in 2018, with FCA selling a total of 66,716.

The Web site motor1.com reported that of the Mustang, the Camaro and the Challenger, only the Challenger reported higher sales numbers in 2018 compared with 2017.

New EVs will be hitting the marketplace in the near future. Steve Carlisle, head of the Cadillac brand, told reporters earlier this month that Cadillac will take charge of EV development for GM and that Cadillac will be introducing an EV model in a couple of years.

Ford told the media during the company's introduction of the 2020 Explorer that the SUV will also have a hybrid version.

"I think that electrification will

certainly be part of the formula that says what is American muscle in the future.

"What it isn't going to be is a V8, supercharged, 700-horsepower engine," Manley said to *The Detroit News*.

Zac Palmer of Autoblog.com said that developing an EV "could finally be the push Dodge needs to move away from the ancient platform it currently uses – a platform developed in the mid-2000s based on parts from the Mercedes W210 platform developed in the 1990s.

"Considerable updates and refreshes have been made since, but it's still one of the oldest underpinnings in a vehicle sold in the U.S. today."

As to the timing of more specific information about when an EV Challenger will hit the market, FCA spokeswoman Kristin Starnes said in an email that FCA is currently not in a position to comment on further product plans.

## Ford Profits Decline in 2018

DEARBORN, Mich. (AP) – Ford Motor Co., which has struggled overseas and saw U.S. sales fall last year, reported its first quarterly net loss in two years Jan. 23.

The company said it lost \$116 million, or 3 cents a share, in the fourth quarter, compared with a \$2.52 billion profit a year earlier. It last posted a quarterly loss in the fourth quarter of 2016.

The loss included an \$877 million one-time charge to revalue global pension assets due to a late-year market slide.

Ford made \$3.68 billion for the full year, but that was only about half of what its net profit was in 2017. North America was its only profitable region.

"It's not a year that we were happy with," Chief Financial Officer Bob Shanks told reporters. "I think the fourth quarter kind of continued in that theme."

The annual and fourth-quarter performances sent company executives scrambling to explain to Wall Street analysts why it was taking so long to restructure and roll out new products that could increase sales and profits.

CEO Jim Hackett, who replaced the ousted Mark Fields in May of 2017, acknowledged frustration with the speed of Ford's \$11 billion restructuring effort.

"It is what it takes to build an industrial model that we're talking about, to do it the right way, to not have it fall apart," he said on a conference call with analysts.

Shanks said the company has a good handle on its underperformance in China and Europe and said it is addressing problems. The company, he said, is trying to flatten its structure in the U.S. to eliminate layers of bureaucracy, and those efforts will finish in April. Cost savings from Europe should start showing up this year, he said.

Hackett said the company was slow to refresh its vehicles around the globe. "We were constipated in product development," he said, adding that Ford has updated its vehicles and propulsion systems while cutting costs.

Ford also is in the middle of a new product rollout largely in China and North America, and this month announced a restructuring of its European business that included layoffs and factory cuts.

Redesigned vehicles coming in the U.S. this year include the Ford Explorer large SUV, the Ford Escape small SUV and the Ranger midsize pickup truck, all in growing segments of the market.

But because of an aging product lineup and the decision to start getting out of the sedan market as buyers switch to SUVs and trucks, U.S. sales fell 3.5 percent last year.

Ford lost 4 percentage points of market share for the year, yet its average sales price rose 14 percent to \$40,746, according to the Edmunds.com auto pricing site.

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## Mopar Racing, Schumacher Keep Alliance

Dodge//SRT and Mopar are continuing their partnership with Don Schumacher Racing (DSR) with the announcement of a new multiyear sponsorship agreement to kick off the 2019 NHRA Mello Yello Drag Racing Series season.

The high-powered relationship began during the 2003 season and ranks as one of the longest running partnerships in motorsports. DSR Mopar-powered Dodge//SRT teams have claimed 12 championships in Funny Car, Top Fuel and Factory Stock Showdown, beginning with Tony Schumacher's 2004 Top Fuel title and the latest with Leah Pritchett's 2018 Factory Stock Showdown crown.

The first triumph for the partnership came in Englishtown, N.J., when Whit Bazemore turned on the win light, and the most recent victory was captured in October 2018 when Ron Capps scored the 252nd for a DSR Mopar-powered driver.

"Don Schumacher Racing is one of the most successful and respected organizations not just in NHRA, but in all of motorsports, and Dodge//SRT and Mopar are proud to extend our long-running partnership with Don Schumacher, his drivers and teams," said Steve Beahm, head of Parts and Service (Mopar) and Passenger Car Brands, FCA-North America.

"In addition to our long list of accomplishments on the strip, our brands have worked with DSR off the track in developing and debuting the Dodge Charger SRT Hellcat Funny Car body and elevating our Mopar Dodge Challenger Drag Pak program to the 2018 Factory Stock Showdown championship. We look forward to continuing to win with DSR in 2019 and beyond."

"DSR is pleased to continue this partnership with Dodge//SRT and Mopar," said DSR owner Don Schumacher, a former Mopar-powered Dodge Funny Car driver himself in the 1960s and 1970s. "We take a lot of pride in the relationships we have built with our NHRA program and this one has been truly unique."

"From the early years, Mopar and Dodge have played a major role in our climb to prominence in the Funny Car class and that carried over in our efforts in Top Fuel and the winning continued in another class last year when we secured the NHRA Factory Stock Showdown championship. It's been a tremendous partnership and we are thrilled to continue it for seasons to come."

## Volvo Recalls 200,000 Cars For Fuel Line

COPENHAGEN, Denmark (AP) — Swedish automaker Volvo Cars, owned by China's Geely holding company, says it is recalling 200,000 diesel cars worldwide because the fuel line may crack, saying it is "a preventive safety measure."

Group spokeswoman Annika Bjerstaf said, "What may happen is that the fuel may leak out into the engine compartment over a long period of time."

She says Volvo Cars "however, has not received any reports of incidents surrounding this."

Bjerstaf said last week the recall covers the Volvo V40, S60 and V60 and their Cross Country versions. Also covered are the V70 and XC70, S80, XC60 and XC90 built in 2015 and 2016.

The Goteborg-based company says it is offering to replace the fuel line at no costs and owners have been notified.

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In stock new 2016, 2017, 2018 and 2019 vehicles only. Must present coupon. Prior sales excluded. One coupon per purchase or lease. Not valid with \$2000 Auto Show 2019 Trade-In Bonus Cash or \$3000 Auto Show 2019 1500 Ram Bonus Cash. Excludes Wranglers & sold orders. See dealer for details. Valid thru 1/28/19.

**EXCLUSIVE HUVAERE AUTO SHOW**

**BONUS CASH \$2000**

In stock new 2016, 2017, 2018 and 2019 vehicles only. Must present coupon. Prior sales excluded. One coupon per purchase or lease. Not valid with \$2000 Auto Show 2019 Trade-In Bonus Cash or \$3000 Auto Show 2019 1500 Ram Bonus Cash. Excludes Wranglers & sold orders. See dealer for details. Valid thru 1/28/19.

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**Jeep**

**2018 JEEP COMPASS 4X4**

**Latitude**  
**SALE PRICE \$20,963\***  
J8-12146

**Altitude**  
**SALE PRICE \$19,999\***  
J8-11911

**Auto Show BUY Specials!**

**2019 JEEP GRAND CHEROKEE**  
**YOUR CHOICE**

**Laredo**  
**LEASE FOR \$129\*\***  
24 Mos. \$1995 down  
J9-20349

**Altitude**  
**LEASE FOR \$199\*\***  
24 Mos. \$1995 down  
J9-20320

**2019 JEEP GRAND CHEROKEE LIMITED**

**LEASE FOR \$149\*\***  
24 Mos. \$1995 due  
J9-20459

**NEW INCENTIVES! HOTTEST JEEP GRAND CHEROKEE LEASE DEAL!**

**2019 JEEP CHEROKEE 4X4**  
**YOUR CHOICE**

**Trailhawk**  
**LEASE FOR \$108\*\***  
24 Mos. \$1495 down  
J9-70301

**Limited**  
**LEASE FOR \$95\*\***  
24 Mos. \$1995 down  
J9-70607

**2018 ALL NEW JEEP WRANGLER UNLIMITED**

**LEASE FOR \$219\*\***  
36 Mos. \$1995 due  
J8-31130

**SALE PRICE \$30,580\***

**DODGE**

**AUTO SHOW BUY SPECIAL!**  
**2018 Dodge Charger GT AWD**

**Cloth**  
**SALE PRICE \$24,782\***  
D8-71314

**YOUR CHOICE**

**Leather Navigation**  
**SALE PRICE \$27,645\***  
D8-71624

**AUTO SHOW DEALS ARE HERE!**

**NEW 2017 DODGE CHARGER R/T 392**  
**SALE PRICE \$34,911\***  
D7-71020

**NEW 2017 DODGE CHALLENGER GT AWD**  
**SALE PRICE \$26,738\***  
D7-50079

**2019 DODGE CHARGER SXT AWD**  
**LEASE FOR \$228\*\***  
24 Mos. \$1995 down  
D9-71012

**2018 DODGE CHALLENGER R/T**  
**SALE PRICE \$27,943\***  
D8-50028

**NEW 2017 GRAND CARAVAN SXT**

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• Driver Convenience Group  
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D7-40888

**2018 DODGE DURANGO SXT AWD**  
**SALE PRICE \$30,595\***  
#D8-30081

**2018 DODGE DURANGO GT AWD**  
**SALE PRICE \$33,222\***  
#D8-30106

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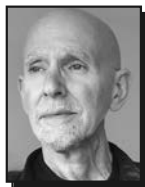
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## Your New Vehicle Can Make Money for You

GM was offering more than vehicles for sale at the 2019 North American International Auto Show (NAIAS), the company was offering people the opportunity to make money through its Maven service.

GM spokeswoman Annalisa Bluhm said the company had a message for people interested in looking at new vehicles – in the three years since Maven's launch, the demand side of the service shows that people participating can really flip the depreciation curve of new vehicle purchase.

"Let me say this more simply," Bluhm said. "Your new car can make money for you."

That's possible if people sign up for the Maven app. They place their vehicles on the Maven platform and make their cars available for others to use.

"We have users who make \$800 a month from their cars," Bluhm said. "We pay for the insurance and it offers coverage of up to \$1 million."

"The take is split 60/40 between car owner and Maven. A car sits idle three-fourths of the day. So by making one's car available, a Maven participant can take that car from being a money loser through depreciation to a money earner."

Bluhm said that once people understand how Maven works, getting them to sign up isn't that tough a sell.

"There is a certain group of people who are interested in this and it's ripe and fertile ground to reach out to them," Bluhm said. "And we're not just talking about Millennials. Often the people who make their vehicles available own one or two cars. Then they find that their kids have gone off to college and they find that they might have an extra vehicle on their hands. By signing up for

Maven, they have extra flexibility in making money."

And flexibility is the key to making Maven work, Bluhm said. It's the car owner who determines when that vehicle is available. So a two-car family where both spouses need a car to get to work Monday through Friday, might do well by making one of their vehicles available during the weekend when they can get by with one car.

Currently, Maven is operating in Detroit and Chicago, Bluhm said. GM plans on making the service available in 10 more cities by the end of the year.

Bluhm said that when GM employees were creating Maven, they always believed that the service would be popular with Millennials who lived in crowded cities such as New York.

But what surprised people at GM was that there is a real appetite for growth of the service.

"We saw growing demand right away," Bluhm said. "We thought Maven would start relatively

small and grow over time. But within two-and-a-half months of its launch we knew that the platform would work in any urban area."

GM is built for economies of scale, Bluhm said. There are a lot of GM car buyers out there. Those who have purchased GM products within the past five years can participate in Maven, provided their vehicles meet certain conditions.

"After people go to Maven.com and upload the app, we send someone to check out their vehicles," Bluhm said.

"We have to make sure the vehicle in question checks out. And in addition to being in good physical condition, the vehicle must also have a certain level of connectivity."

Signing up for Maven is that simple, Bluhm said. The program allows vehicle owners to make money from their cars.

"Once people learn that, getting them to sign up isn't hard," Bluhm said.



Maven experts have to OK cars before they can be used for the service.

## Toyota Allies With Panasonic

TOKYO (AP) – Toyota Motor Corp. and Panasonic Corp. are setting up a joint venture to research, manufacture and sell batteries for ecological autos, an increasingly lucrative sector amid concerns about global warming.

The Japanese automaker and the Japanese electronics maker said in a joint statement Jan. 22 that Toyota will take a 51 percent stake and Panasonic 49 percent in the joint venture, which is scheduled to be up and running by the end of 2020.

The companies have been studying working together on batteries since 2017.

They did not say how much would be invested in the joint venture.

Panasonic will transfer equipment, assets and workers from its plants in Japan and China to the joint venture, which will employ 3,500 workers from both companies.

Separately, Panasonic already

has invested in a battery factory with U.S. electric car maker Tesla Inc.

Innovations in batteries are critical for electric vehicles, with charging times and costs key obstacles to the public's acceptance and use of the new technology.

Toyota, Japan's No. 1 automaker, is thought to have fallen behind rival Nissan Motor Co. in pioneering electric vehicles, and has been trying to catch up in recent years.

The companies said the automotive sector was trying to meet various challenges that require innovation and new ways of thinking about transportation, including autonomous driving and car-sharing services.

"Today's automotive world is also being called on by society to help find solutions to such issues as those related to global warming, resources and energy," they said in a joint statement.

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36 MTH LEASE  
10,000 MILES

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**\$160+ TAX WITH \$0 DOWN**  
24 MTH LEASE  
10,000 MILES

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Equipped with Power Locks, Power Windows, Power Mirrors, Keyless Entry, Back-Up Camera & More...



**2019 CHEVY EQUINOX 1LT**

**\$216+ TAX WITH \$0 DOWN**  
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10,000 MILES

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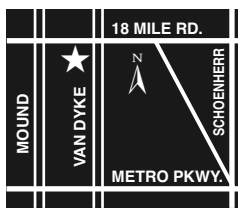


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\*See dealer for details. All Rebates/Incentives have been deducted from sale price/payment and are subject to change by manufacturer without notice. All payments assume GM Employee Discount and GM Lease Loyalty. To qualify for GM Lease Loyalty you must have a GM Lease in the household. All lease payments are based on 10,000 miles per year. 1st payment, tax, title and plate fee due at signing on all leases unless otherwise noted. All deals expire 01/31/2019.

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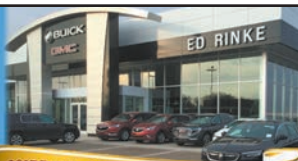
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PURCHASE FOR  
**\$17,379\***

No GM  
Employee  
Discount  
Required

STOCK# B591965

LEASE FOR  
**\$139\*** PER MONTH | **24** MONTHS | **\$999** DOWN

2019 BUICK ENCLAVE PREFERRED  
PURCHASE FOR  
**\$33,579\***

No GM  
Employee  
Discount  
Required

STOCK# B590062

LEASE FOR  
**\$319\*** PER MONTH | **24** MONTHS | **ZERO** DOWN

2019 BUICK ENVISION PREFERRED  
PURCHASE FOR  
**\$27,159\***

No GM  
Employee  
Discount  
Required

STOCK # B591035

LEASE FOR  
**\$219\*** PER MONTH | **36** MONTHS | **\$999** DOWN

2019 BUICK REGAL SPORTBACK ESSENCE  
PURCHASE FOR  
**\$27,879\***

No GM  
Employee  
Discount  
Required

STOCK# B490067

LEASE FOR  
**\$439\*** PER MONTH | **36** MONTHS | **\$999** DOWN

### 2019 BUICK CASCADA PREMIUM

PURCHASE FOR  
**\$32,739\***



STOCK# B490075

LEASE FOR  
**\$449\*** PER MONTH | **39** MONTHS | **\$999** DOWN

No GM Employee Discount Required

## GMC

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2019 GMC ACADIA SLE1  
LEASE FOR  
**\$179\*** PER MONTH | **24** MONTHS | **\$999** DOWN

PURCHASE FOR  
**\$24,919\***

COURTESY VEHICLE



STOCK # G580708

2019 GMC TERRAIN SLT  
LEASE FOR  
**\$169\*** PER MONTH | **36** MONTHS | **\$999** DOWN

PURCHASE FOR  
**\$25,139\***

NO GM EMPLOYEE DISCOUNT REQUIRED



STOCK # G581341

2019 SIERRA LIMITED ELEVATION EDITION  
LEASE FOR  
**\$229\*** PER MONTH | **36** MONTHS | **\$999** DOWN

PURCHASE FOR  
**\$33,549\***

NO GM EMPLOYEE DISCOUNT REQUIRED



STOCK # G581846

2018 GMC SIERRA 1500 DENALI CREW CAB  
LEASE FOR  
**\$399\*** PER MONTH | **36** MONTHS | **\$999** DOWN

PURCHASE FOR  
**\$49,999\***

STOCK # G585783



### 2018 GMC CANYON SLE EXT CAB

PURCHASE FOR  
**\$26,949\***

MSRP \$35,905  
SAVE OVER \$8,000

STOCK # G583861

### 2019 GMC YUKON SLE

LEASE FOR  
**\$409\*** PER MONTH | **36** MONTHS | **\$999** DOWN

PURCHASE FOR  
**\$45,329\***

NO GM EMPLOYEE DISCOUNT REQUIRED



STOCK # WHS8C9

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### 2019 CHEVROLET TRAX LS

PURCHASE FOR  
**\$16,269\***

LEASE FOR  
**\$89\*** PER MONTH

**24** MONTHS | **\$999** DOWN



NO GM EMPLOYEE DISCOUNT REQUIRED - STOCK# 592443

### 2019 CHEVROLET EQUINOX FWD LS

PURCHASE FOR  
**\$22,059\***

LEASE FOR  
**\$149\*** PER MONTH

**24** MONTHS | **\$999** DOWN



NO GM EMPLOYEE DISCOUNT REQUIRED - STOCK# 592460

### 2019 CHEVROLET MALIBU LT

PURCHASE FOR  
**\$22,459\***

LEASE FOR  
**\$179\*** PER MONTH

**24** MONTHS | **\$999** DOWN



NO GM EMPLOYEE DISCOUNT REQUIRED - STOCK# 490110

### 2019 CHEVROLET CRUZE LT

PURCHASE FOR  
**\$19,219\***

LEASE FOR  
**\$209\*** PER MONTH

**36** MONTHS | **\$999** DOWN



NO GM EMPLOYEE DISCOUNT REQUIRED - STOCK# 490023

### 2019 CHEVROLET SILVERADO 1500 LIMITED CUSTOM DOUBLE CAB

PURCHASE FOR  
**\$34,960\***

LEASE FOR  
**\$229\*** PER MONTH

**24** MONTHS | **\$999** DOWN



NO GM EMPLOYEE DISCOUNT REQUIRED - STOCK# 592288

### 2019 CHEVROLET TRAVERSE LS

PURCHASE FOR  
**\$31,089\***

LEASE FOR  
**\$249\*** PER MONTH

**24** MONTHS | **\$999** DOWN



NO GM EMPLOYEE DISCOUNT REQUIRED - STOCK# 592424

### 2019 CHEVROLET TAHOE LS

PURCHASE FOR  
**\$43,849\***

LEASE FOR  
**\$439\*** PER MONTH

**36** MONTHS | **\$999** DOWN



NO GM EMPLOYEE DISCOUNT REQUIRED - STOCK# 590498

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  - Remote Keyless Entry!
  - Rear Vision Camera!
  - Aluminum Wheels!
  - 60/40 Folding Rear Seat!
  - Bluetooth for Phone!
- Stock# K48179

Was \$22,295 Sale Price: **\$13,965\***  
**24 MONTH LEASE**  
**\$99\***

\$999 Down

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

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## 2019 EQUINOX "LS"



- Color Touch Screen Radio!
  - Keyless Start and Entry!
  - Rear Vision Camera!
  - Heated Power Mirrors!
  - Aluminum Wheels!
  - Bluetooth for Phone!
- Stock# K48370

Was \$27,070 Sale Price: **\$21,319\***  
**24 MONTH LEASE**  
**\$159\***

\$999 Down

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

**NO  
EMPLOYEE  
DISCOUNT  
REQUIRED!**

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## 2019 MALIBU "LT"



- Color Touch Screen Radio!
  - Remote Keyless Entry and Start!
  - Rear Vision Camera!
  - USB Charging Port!
  - Aluminum Wheels!
  - Bluetooth for Phone!
- Stock# K47495

Was \$27,415 Sale Price: **\$20,431\***  
**24 MONTH LEASE**  
**\$217\***

\$999 Down

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

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## 2019 SILVERADO "LT" 4WD DOUBLE CAB ALL STAR EDITION



- 5.3L 355HP V8 Engine!
  - GM Bed Liner INCLUDED!
  - Color Touch Screen Radio!
  - Trailering Package!
  - Remote Start and Entry!
  - 18" Polished Aluminum Wheels!
- Stock# K45950

Was \$45,675 Sale Price: **\$33,236\***  
**27 MONTH LEASE**  
**\$239\***

\$999 Down

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

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## 2019 TRAVERSE "LS"



- Color Touch Screen Radio!
  - Remote Keyless Entry!
  - Rear Vision Camera!
  - 8 Passenger Seating!
  - Aluminum Wheels!
  - Bluetooth for Phone!
- Stock# K48770

Was \$34,170 Sale Price: **\$28,378\***  
**24 MONTH LEASE**  
**\$249\***

\$999 Down

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

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PERIOD!**

## 2019 TAHOE 4WD "LS" ALL-SEASON PACKAGE



- Color Touch Screen Radio!
  - Remote Start and Entry!
  - Rear Vision Camera!
  - 8 Passenger Seating!
  - 20" Aluminum Wheels!
  - Bluetooth for Phone!
- Stock# K47721

Was \$54,750 Sale Price: **\$45,599\***  
**36 MONTH LEASE**  
**\$472\***

\$999 Down

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

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Wednesday	8:00 AM - 6:00 PM
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