



2019 Chevrolet Trax

SUVs, Trucks Boost Sales During Slow First Quarter

The sales figures for the first quarter of 2019 are in for the Detroit Three, with trucks and SUVs pulling sales for local automakers.

While all the automakers reported declines for the first quarter of the year – FCA down 3 percent, Ford down 1.6 percent and GM down 7 percent, there were bright spots in the sales reports.

FCA noted that the Ram brand set a new March sales record in 2019. Ford noted that SUV and truck sales numbers were solid, and GM reported that GM's new, light-duty pickups were \$8,040 higher compared to their outgoing models in the first quarter of 2018.

Stephanie Brinley, principal analyst for IHS Markit, said that

seeing a decline in overall sales shouldn't surprise anyone.

"Where we're at in 2019 sales is where we expected to be," Brinley said. "Many auto experts have predicted that 2019 will be a year of sales contraction. No one likes to see sales go down, but projections currently have sales for the year to be about 16.8 million. That number shows that this is still a market where OEMs can make money."

The relative strength of SUV and truck sales shouldn't be a surprise, Brinley said. That's a trend that has been around a while and isn't likely to change. And SUVs and trucks tend to be more profitable than sedans, so

CONTINUED ON PAGE 2

Ford Unveils New Escape for SUV Market

by Jim Stickford

Ford has made the SUV a pillar of the company's transformation plan and the Escape is the key vehicle in Ford's new SUV lineup, which is why the company has worked so hard to make the Escape the best vehicle in its class.

That was what Kumar Galhotra, group vice president and president, Ford North America, told reporters who attended Ford's unveiling of the 2020 Escape at a special event recently held at Greenfield Village in Dearborn.

The SUV segment is "hot," Galhotra said. Last year, Expedition demand was so high Ford added an additional 20 percent in production capacity to meet consumer demand.

And demand hasn't slowed down, Galhotra said. This year, Ford just announced that the company is adding an additional 20 percent to capacity and will be hiring 550 more workers to meet new production goals.

And the Escape is even more popular than the Expedition, Galhotra said. Last year, Ford sold about 250,000 Escapes, making it the second-most popular model, only behind the F-150 truck. Competition in the small SUV segment is only going to get stronger, he said.

When the Escape was first launched, there were only six small SUVs being sold, Galhotra said.

"Today that number is 22, and soon it will be 30," Galhotra said. "So how do you stand out in such a crowded market? You design a distinct vehicle for your customer groups. The new Escape has been designed for the urban driver. It is slick and still capable of getting away from it all when the driver wants to."

Galhotra said Ford chose to unveil the new Escape at Greenfield Village because the living museum is a celebration of American innovation and the

Escape is a truly innovative small SUV.

Hau Thai-Tang, Ford's executive vice president, Product Development and Purchasing, said the 2020 Escape is fourth-generation version, and is the smallest, but most advanced iteration of the vehicle. But Ford has not neglected design, he said.

"The design is modern, progressive and meant to stand out," Thai-Tang said. "In this world, we fear the 'C' word which stands for commodified. So we went out to make the 2020 Escape a modern, new utility

CONTINUED ON PAGE 4



2020 Ford Escape

Lingenfelter Collection Fighting Cancer

It's not often that viewing classic cars will help in the fight against cancer, but that's what's happening on Saturday, April 27.

That's the day the Lingenfelter Collection is preparing to host a family-friendly open house to benefit the American Cancer Society, 10 a.m. to 5 p.m.

Guests will have the opportunity to view the Lingenfelter collection, which consists of more than 180 vehicles that make up one of the greatest car collections in the world, said Lingenfelter spokesman Chris Morrisroe.

The American Cancer Society (ACS) funds and conducts research, shares expert information, supports cancer patients,

and spreads the word about cancer prevention. Guests attending the open house support the organization by making a monetary donation at the door. Since 2016, the Lingenfelter Collection Open House has raised more than \$100,000 for ACS.

"We are so thankful for our continued partnership with the Lingenfelters and their ongoing support of our mission," said Blythe Moran, executive director of the American Cancer Society in Michigan.

"The donations raised at this event will be put to work to save more lives from cancer, including supporting cancer patients with programs and services, funding

lifesaving research and helping prevent cancer in our community and across the nation."

Several activities are scheduled throughout the 40,000-square-foot showroom, including: experiencing two new racing simulators; limited-edition event poster signing by Ken Lingenfelter; startup of the Enzo Ferrari; door prizes; and refreshments and food from vendors, including Tony's Dog.

"We are once again very happy to be partnering with the American Cancer Society for our Spring Open House," said Ken Lingenfelter, owner, Lingenfelter Collec-

CONTINUED ON PAGE 2



Mitchell talked about collaboration in building a strong defense base.

Soldiers, Defense Suppliers Hold 2019 MDEX Meeting

by Jim Stickford

The military and suppliers cannot to their jobs alone – they need to work together to develop the next generation of ground vehicles.

That was the message delivered at Macomb Community College recently by Maj. Gen. Daniel Mitchell, commanding general at the U.S. Army's Tank Command in Warren.

Maj. Gen. Mitchell spoke at the 2019 Michigan Defense Expo (MDEX) on the south campus of the college saying that the event has two purposes.

"One is to get our message out about what's going on and our needs.

"The second is to collaborate with our partners."

The conference also provided area military contractors and schools the opportunity to show off what they can do. This was the 10th anniversary of the first MDEX event, said Deanne Mazzola, MDEX chairwoman.

"The Michigan National Defense Industrial Association has been putting this event on for a decade," Mazzola said. "This year, we have had 1,900 people from the government, small businesses and the auto industry reserve space on our showroom floor."

MDEX is meant to bring together

CONTINUED ON PAGE 3



The Lingenfelter collection of classic cars will be available for viewing to help the American Cancer Society.

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31201 Chicago Road South
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Contact us:
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Jim Stickford, editor

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Lingenfelter
Collection
Fights Cancer

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tion and Lingenfelter Performance Engineering.

“Working with the organization over the years, we have learned so much about their programs and the many people they help. We look forward to seeing some of those people each year, as well as many car enthusiasts and community residents interested in supporting the work of the ACS.”

Morrisroe said that those attending will be able to witness the collection’s Enzo Ferrari being started at 3:15 p.m.

No tickets or reservations are required, Morrisroe said. Donations will be accepted at the door. One hundred percent of the proceeds will be donated to the American Cancer Society.

The Lingenfelter Collection address is 7819 Lochlin Drive in Brighton, Mich.

To learn more about the event, call 248-782-7359, or go to the lingenfeltercollection.com.

SUVs, Trucks Boost Sales During Slow First Quarter

CONTINUED FROM PAGE 1

there is good news for OEMs.

FCA saw the Ram 1500 sell 45,187 in March of 2019 compared with 41,307 in 2018. That represents a 9 percent increase. Sales of the Ram 1500 saw a 15 percent increase in the first quarter of 2019. FCA sold 120,026 in 2019, compared with 103,964 sold in 2018.

Ford reported a 4.1 percent increase in truck sales, with the company selling 278,898 in the first quarter of 2019, compared with 267,860 in last year’s first quarter. The increase was driven by the new Ranger, which sold 9,421 in the first quarter of the year. The Ranger wasn’t on sale in the first quarter of 2018.

F-Series sales in the first quarter were very stable. Ford sold 214,611 in 2019 for a 0.2 percent increase over 2018’s first quarter sales of 214,191.

Ford reported that its SUV sales saw a 5 percent increase in the first quarter of 2019 compared with 2018. The company sold 213,086 versus 202,927.

“First quarter 2019 sales were solid for Ford,” said Mark LaNeve, Ford vice president of U.S. Marketing, Sales and Service.

“Our winning portfolio continues to deliver. F-Series expanded our leadership position while others slugged it out for second place. We have a close connection with our customers, allowing us to deliver what they need in their trucks. It can also be seen in our record sales of Ford SUVs as well as Lincoln’s significant growth.”

Expedition sales are up 61.9 percent, with 21,773 Expeditions sold.

“We are adding capacity at our Kentucky Truck Plant this summer to keep up with demand. EcoSport is up 111.3 percent

for the quarter and in March achieved its highest retail volume month since launch,” LaNeve said.

GM’s pickup truck sales, on the other hand, saw a slight decline in the first quarter. Silverado sales went from 135,545 to 114,313, representing a 15.7 percent decline. Sierra sales saw a slight decline of 2.2 percent, going from 41,468 to 40,546.

Not all GM truck sales saw a drop. Sales for the Chevy Colorado saw a healthy 16.1 percent increase, going from 28,859 in the first quarter of 2018 to 33,494.

On the other hand, GM saw SUV sales for Chevy Equinox go from 82,398 in the first quarter of 2018 to 88,500 in the first quarter of 2019, for a 7.4 percent increase.

Sales of the Buick Enclave went from 9,869 in 2018 to 12,580 in 2019 for a 27.5 percent first-quarter increase.

The Chevrolet Trax, Equinox and Colorado all set GM first-quarter sales records and the GMC Acadia posted its best quarter ever. The new Cadillac XT4 was the best-selling vehicle in its segment and the Buick Enclave was up 28 percent from 2018.

The new full-size pickups from Chevrolet and GMC are also off to a very strong start, said Kurt McNeil, U.S. vice president, Sales Operations.

“Our production launch was very smooth and crew cab sales are brisk, especially those with premium trims,” said McNeil. “We look forward to improving availability of . . . cabs, trim series and powertrains.”

GM will begin the next phase of its full-size pickup truck launch in the second half of the year with the 2020 Chevrolet Silverado HD and GMC Sierra HD.

FCA saw Jeep Grand Cherokee sales go up 26 percent in March



2019 Jeep Grand Cherokee



2019 Ford Ranger

of 2019. The brand sold 24,665 compared with 19,616 in 2018. But, overall, the Jeep brand sales declined by 7 percent in the first quarter of 2019, going from 228,105 to 212,804.

“The industry had a tough first quarter, but with spring finally starting to show its face and continued strong economic indicators, such as a boost in housing sales, lower lending rates and a

strong labor market, we are confident that new vehicle sales demand will strengthen going forward,” Reid Bigland, head of U.S. Sales, said.

“Meanwhile, our Ram brand sales and average transaction prices continue to be strong and our much anticipated, game-changing Jeep Gladiator pickup is on track for its in-market debut this month.”



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MDEX Gathers Military, Suppliers Together

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er people from southeast Michigan to take advantage of the engineering and manufacturing resources that are here, Mazzola said. By getting together in one place, collaboration becomes much easier.

Maj. Gen. Mitchell talked about the Army's needs in a changing international environment.

"Eastern Michigan has been a Mecca for ground vehicles and the automobile industry since before WWII. That's why the Detroit Arsenal is here and why we have TARDEC and our Ground Systems Center here.

"None of us – the military and suppliers – can do our jobs alone. We are inter-dependent, and now, because of the synergy generated in this area, we will have teams in place to develop the next generation of Army ground vehicles."

The Army is in the midst of developing the criteria for the new ground vehicles, and suppliers and engineers of southeast Michigan will have a major role in that development, Mitchell said.

Over the past several years, the U.S. military has been spending money on fighting two wars around the globe. That has meant that new vehicle development has been put aside while money has been going to buy spare parts and keep its current vehicles running.

But now the Department of Defense is concentrating its efforts on developing the next generation of weapons and equipment.

"We face an international security environment that is complex and volatile," Mitchell said. "Now our major competition is not terrorists, so we are making a shift to be ready for high intensity conflicts with near-peer competitors like Russia and China."

The Fiscal Year 2020 budget will allow the Army to regain some of the competitive advantage it lost during the recent

Pryor Becomes Executive VP At BorgWarner

BorgWarner has appointed Felecia Pryor to the position of executive vice president and chief human resources officer (CHRO), effective April 1, 2019.

Pryor, 44, joined BorgWarner in October 2018 and currently serves as vice president, Global Human Resources for BorgWarner Morse Systems.

Her previous experience includes 16 years in human resources at Ford Motor Company across a multitude of areas with increasing responsibilities.

She came directly to Borg Warner from serving as Global Human Resources director – Global Personnel, Organization & Planning.

Prior to that, she served as vice president of Human Resources for Ford ASEAN (Bangkok, Thailand) and Human Resources director at Ford Asia Pacific (Nanjing, China).

She holds a Bachelor of Arts degree in criminal justice from Valdosta University and a master's degree in public administration from Florida Atlantic University.

Additionally, Pryor has a Juris Doctor degree from Thomas M. Cooley Law School.



From left, Eveland, Johnson, Cahilig and Dixon show off their robot Botiana at the recent 2019 Military Expo.

wars, Mitchell said. Right now, the Army is focusing on six elements – large-range precision firing technology, next-generation combat vehicles, future lift platforms that can transport troops and deliver weapons fire, Army technology networks that can operate in non-technical environments, air missile defense and soldier lethality.

"It's important that you suppliers help us meet these new demands," Mitchell said. "Now that we have the resources to reload and rebuild our next generation of equipment, we have to work with our enterprising partners to make the acquisition process more user-friendly and more streamlined. We are interdependent and share the common goal of making America safer by having an Army that is ready when called to duty."

Mazzola said an additional purpose of MDEX is to promote the development of engineering and design expertise. To that end, several area high schools that participate in STEM extra-curriculars sent teams to MDEX.

Among them was the International Academy of Macomb. Team mentor Randy Eveland said it's a magnet school in Clinton Township that draws students from around Macomb County.

The school sent its I.A.M.ROBOT team to MDEX. The team participates in local and regional

First Robotics competitions. The students build robots to perform specific tasks and compete against other schools, Eveland said.

The robot that the students brought to MDEX is called Botiana, said sophomore student Jacob Johnson. He said I.A.M.ROBOT has taken Botiana to two different local competitions and done well with it.

Sophomore Emily Dixon said the team had to design a robot that could place large round balls into different levels of a mock rocketship.

Part of participating in First Robotics competition is joining forces with other teams, Eveland said. The students have scouts check out possible partner teams. I.A.M.ROBOT's scout is Alexa Cahilig, a sophomore at the International Academy of Macomb.

"We want to win, so we want to team up with the schools that have the best robots," Cahilig said.

Eveland said that he works at Ally Financial and acts as a mentor to the students.

"I am not an engineer, but I do help with the business aspects of the project," Eveland said.

To get the money needed to build robots, students will go to companies and ask for sponsorship, Eveland said. Among the companies that spon-

sored Botiana this year are Ford, Ally Financial and Home Depot.

"They get to have a sticker with their corporate logo placed on the robots they sponsor, much the same way NASCAR race cars have corporate stickers," Eveland said. "I know the kids like to think parts appear by magic, but one of the lessons they are learning is that it takes money to make things happen."

More Measles Exposures in Oakland County

Additional measles exposure locations have been identified in Oakland County. "If you were at the following locations on the dates and times listed below, you were at risk of being exposed to measles," said Leigh-Anne Stafford, health officer for Oakland County Health Division.

Recent exposures on April 1 took place at Bais Haknesses Hagrah: 14561 W. Lincoln Blvd., Oak Park, 7-10 a.m.

On March 28 at Congregation B'Nai Israel: 15400 W. 10 Mile Road, Oak Park, 5:30-8:30 a.m. and after 8 p.m.; One Stop Kosher Food Market: 25155 Greenfield Road, Southfield, 5:45-8:30 p.m.; and Walgreens: 23111 Lahser Road, Southfield, 6:20-8:45 p.m.

Vaccination is available and effective within 72 hours of exposure. High-risk individuals can receive immune globulin treatment within six days of exposure. Oakland County Health Division offices in Southfield and Pontiac are open Monday, 8:30 a.m.-6 p.m. and Tuesday-Friday, 8:30 a.m.-5 p.m. Health Division offices are not testing centers.

The offices are located at North Oakland Health Center, 1200 N. Telegraph Road, Building 34 East, Pontiac and South Oakland Health Center, 27725 Greenfield Road, Southfield.

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GM Collison Repair Network Approves New Tech Provider

DriveCRASH, Drew Technologies' collision-focused diagnostic platform, has been officially approved by General Motors for its Collision Repair Network.

GM approved DriveCRASH as a Diagnostic Scan Tool that can provide full OEM coverage, including read/clear diagnostic trouble codes (DTC), data PIDs, Special Functions/Output controls and SPS reprogramming.

DriveCRASH combines Drew Technologies' CarDAQ-Plus 3 J2534 interface with GM's Global Diagnostic Software 2 (GDS2) and Tech2WIN, providing complete OEM coverage for both Global A and non-Global A vehicles, model years 2004 and forward.

"After many years of being a partner with GM in diagnostic services, we are excited to be part of the new GM Collision Repair Network," said Bob Augustine, vice president of Business Development for Drew Technologies/OPUS IVS.

"Performing both Pre and Post

scans using the OEM-validated software is a crucial part of both the estimating and repair verification processes.

"With all the safety system technology now being deployed in the vehicle, ultimately, our goal is to ensure the repair is performed correctly and to the highest safety standards."

DriveCRASH offers a comprehensive scan solution for collision repair shops in a single, ruggedized, Windows 10 tablet.

With no upfront hardware costs, DriveCRASH delivers complete OEM scans and professional remote services, including Remote Assisted Programming (RAP), ADAS calibrations, and brand-specific diagnostic support from a team of OEM-trained technicians – on a pay-per-service basis.

Focused on repairing modern, intelligent vehicle electronics, DriveCRASH provides coverage across Asian, Domestic, and European makes through current model years, Augustine said.



GM uses Drew Technologies' DriveCRASH for Collision Repair Network.

EV Tech Renews Lead Mine

ST. LOUIS (AP) – An old Missouri lead mining site that has been a dormant nuisance for decades may soon get new life, thanks to its vast reserves of a metal vital for use in electric vehicle batteries.

The Environmental Protection Agency on April 3 announced an agreement allowing a division of Missouri Cobalt LLC to implement a cleanup plan at the Madison County Mines site near Fredericktown. It will remain on the Superfund list, but the cleanup allows reuse for cobalt mining.

It isn't clear how long the cleanup will take or when mining will resume. Missouri Cobalt CEO Michael Hollomon declined comment. Lead was mined at the site for decades until the early 1960s. Remaining waste resulted in the Superfund designation in 2003.

Lead contamination can cause learning disabilities and other problems for children. Blood testing in the 1990s found that up to 15 percent of children living near the old mining site had elevated levels of lead in their blood. The EPA said recent test-

ing has shown a significant drop in blood-lead levels, but offered no data. Messages seeking comment from state and Madison County health officials were not immediately returned to AP.

Missouri Cobalt's website said it purchased the old mine site in 2018 to tap into the demand for cobalt used in high-performance batteries for electric vehicles made by Tesla, BMW and other companies.

The company believes that while the lead is long gone from the mine, it has the largest reserve of cobalt in North America, estimated at 35 million pounds (16 million kilograms).

Missouri Cobalt said the renewed mining operation will create an estimated 250 permanent jobs. The environmental remediation effort is expected to require an additional 50 workers.

EPA Region 7 Administrator Jim Gulliford said in a statement that efforts to mitigate and reopen the mine "demonstrate how economic and environmental revitalization go hand-in-hand."

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Ghoshn Arrested by Japanese Police – Again

TOKYO (AP) – Tokyo prosecutors arrested Nissan’s former chairman Carlos Ghoshn on April 4 for a fourth time on fresh allegations that cut short his brief time outside detention.

Ghoshn was taken from his apartment in Tokyo early in the morning to the prosecutors’ office and then sent to the Tokyo Detention Center, the same facility where he spent more than three months following his arrest in November. He had been released on bail just a month earlier.

It’s unclear how long Ghoshn may be detained under the latest arrest.

“My arrest this morning is outrageous and arbitrary,” Ghoshn said in a statement issued last week. “It is part of another attempt by some individuals at Nissan to silence me by misleading the prosecutors. Why arrest me except to try to break me? I will not be broken. I am innocent of the groundless charges and accusations against me.”

Prosecutors defended the move, saying the latest allegations are a new case requiring precautions to prevent Ghoshn from destroying evidence. They allege \$5 million in funds sent by a Nissan subsidiary to an overseas dealership were diverted to a company controlled by Ghoshn.

“We now have a totally different case, and we are only doing what we think is right,” Shin Kukimoto, deputy chief prosecutor at the Tokyo District Prosecutor’s Office, told reporters.

“As a result of our investigation, we have a new case in which he must be detained, and we have appropriately obtained an arrest warrant from the court,” he said.

Ghoshn, 65, was first arrested on Nov. 19 on charges of under-reporting his compensation. He

was rearrested twice in December. The multiple arrests prolong detentions without trial and are an oft-criticized prosecution tactic in Japan’s criminal justice system.

The allegations in the most recent arrest cover three money transfers from 2015 through last year, according to the prosecutors.

Kukimoto said the new allegation of breach of trust is different from an earlier charge made in January. The companies where the money was transferred to, the motives, and the alleged scheme are all different, he said. He refused to identify the three companies allegedly involved but said one company was in effect owned by Ghoshn.

Unlike an earlier case, in which Ghoshn caused damage to Nissan to benefit himself and a business partner, this time it was merely “for his own personal benefit,” Kukimoto said.

French prosecutors also are investigating Ghoshn’s financial activities at Nissan’s French alliance partner Renault SA, where he was chairman and CEO until his arrest. Ghoshn is one of France’s most famous executives, and each development in his legal saga is closely watched by the French government, a key Renault shareholder.

A statement from the Japanese prosecutors’ did not mention Oman, but the new allegation appears related to an investigation by Renault into payments to a major dealership in the Middle Eastern country, some of which are suspected of having been channeled for Ghoshn’s personal use. Renault said April 3 that it had turned over information about those payments to French prosecutors.

Ghoshn predicted a new arrest in a French television interview conducted hours before the prosecutors appeared at his apartment. He told broadcaster

TF1 that he had never been “above the law,” but acknowledged that he “pushed things to the limit” to improve Nissan and Renault. The interview was filmed April 3 but aired April 4.

Prosecutors also seized the passport of his wife Carole along with her computer and cell-phone, including sensitive exchanges with attorneys, the family’s French lawyer told The Associated Press in Paris. Japanese prosecutors would not comment when asked why the wife was targeted.

“My arrest this morning is outrageous and arbitrary.”

– Carlos Ghoshn

Ghoshn was an auto industry star, having transformed Nissan over two decades from near bankruptcy into one of the largest automaking alliances in the world.

Nissan, a co-defendant on the charges of under-reporting compensation, declined comment on the criminal proceedings.

However, company spokesman Nicholas Maxfield said in a statement that “Nissan’s internal investigation has uncovered substantial evidence of blatantly unethical conduct.”

The maker of the March subcompact, Leaf electric car and Infiniti luxury models will hold a shareholders’ meeting in mid-April to oust Ghoshn from its board.

The maximum penalty upon conviction on charges of under-reporting compensation and breach of trust is 15 years in prison. It is unclear when Ghoshn’s trial may begin. Preparations for trials in Japan routinely take months.

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

FIND NEW ROADS



*See dealer for details. All Rebates/Incentives have been deducted from sale price/payment and are subject to change by manufacturer without notice. 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 04/30/2019.

Distracted Driving Remains Problem, According to AAA

Your eyes are on the road and your hands are on the wheel, but are you still distracted?

Research from the AAA Foundation for Traffic Safety found that potentially unsafe mental distractions can persist for as long as 27 seconds after drivers use voice-based technology to dial, change music or send a text message, said AAA Foundation spokeswoman Adrienne Woodland.

At 25 mph, drivers travel the length of nearly three football fields during this time. AAA urges drivers to put down their phone and avoid distractions when behind the wheel, especially now during April’s Distracted Driving Awareness Month.

“Most drivers believe that if their eyes are on the road and their hands are on the wheel, then they are focused on the drive,” said Woodland. “But research proves that there are hidden dangers when using a cell phone or in-vehicle technology. Mental distractions last longer than you think and can cause a dangerous crash.”

According to a recent AAA Consumer Pulse study, almost half of Michigan drivers (44 percent) personally feel it is very dangerous for someone to talk on a hand-held phone while driving.

Despite this, more than half of those surveyed (58 percent) admitted to recently talking on a cell phone while driving.

AAA is committed to helping drivers curb the urge to engage in distracting behaviors behind

the wheel. Any task that requires taking your eyes or attention off the road and hands off the wheel can present a dangerous risk on the roadway.

That includes changing the radio, programming navigation or even enjoying a sandwich. It’s important to put aside electronic distractions and never use text messaging, email, video games or internet functions, including those built into the vehicle, while driving.

The frightening stats show that between 2012 and 2017, nearly 20,000 people nationwide died in crashes involving a distracted driver, and these numbers are underreported, Woodland said.

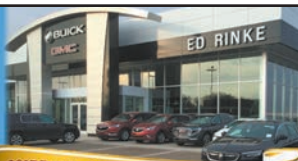
According to the National Highway Traffic Safety Administration (NHTSA), there were 3,166 people killed in motor vehicle crashes involving distracted drivers in 2017.

While this reflects a 9 percent decrease from 2016 to 2017, there is still much work to be done, Woodland said. In the last six years, 9.5 percent of all fatal crashes involved a distracted driver.

As part of National Distracted Driving Awareness Month in April, AAA – The Auto Club Group and the Auto Club Group Traffic Safety Foundation are partnering with The Hertz Corporation on a campaign that encourages motorists to evaluate their driving habits and take a pledge to stay focused on the road, avoid cell phone use and minimize distractions.



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\$169* PER MONTH**24** MONTHS**\$999** DOWN

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2019 CHEVROLET TRAVERSE LS

PURCHASE FOR

\$28,369*

LEASE FOR

\$279* PER MONTH**36** MONTHS**\$999** DOWN

STOCK# 592424

2019 CHEVROLET SILVERADO 1500 CUSTOM CREW CAB

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- Color Touch Screen Radio!
- Keyless Start and Entry!
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- Forward Collision Alert!
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36 MONTH LEASE
\$189*

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

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Was \$29,585 **Sale Price: \$23,499***



2019 TRAX "LS"

- Color Touch Screen Radio!
- Keyless Start and Entry!
- Rear Vision Camera!
- Aluminum Wheels!
- 60/40 Folding Rear Seat!
- Bluetooth for Phone!

Stock# K50552

24 MONTH LEASE

\$149*

Was \$22,295
Sale Price: \$14,965*

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

\$999 Down

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



2019 MALIBU "LT"

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

Stock# Q11603

24 MONTH LEASE

\$169*

Was \$27,415
Sale Price: \$20,099*

**The Best Price...
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\$999 Down

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



2019 SILVERADO LD 4WD DOUBLE CAB ALL STAR EDITION

- 5.3L V8 Engine!
- GM Bedliner **INCLUDED!**
- Color Touch Screen Radio!
- Trailing Package w/Brake Controller!
- Remote Start and Entry!
- 18" Polished Aluminum Wheels!

Stock# K50733

24 MONTH LEASE

\$219*

Was \$45,675
Sale Price: \$32,599*

**TRUCK
MONTH**

\$999 Down

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



2019 TRAVERSE "LS"

- 3.6L DI DOHC V6 Engine!
- 8 Passenger Seating!
- Remote Start and Entry!
- Color Touch Screen Radio!
- Aluminum Wheels!
- Bluetooth for Phone!

Stock# K50780

36 MONTH LEASE

\$269*

Was \$34,170
Sale Price: \$28,379*

**TRUCK
MONTH**

\$999 Down

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



2019 BLAZER "1LT"

- 2.5L DI DOHC Engine!
- Keyless Start and Entry!
- Color Touch Screen Radio!
- 8 Way Power Driver's Seat!
- Aluminum Wheels!
- Bluetooth for Phone!

Stock# K48745

36 MONTH LEASE

\$322*

Was \$33,570
Sale Price: \$31,080*

**TRUCK
MONTH**

\$999 Down

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



2019 "All New" SILVERADO 4WD CREW CAB CUSTOM VALUE PACKAGE

- 4.3L 285HP Engine!
- GM Bedliner **INCLUDED!**
- Color Touch Screen Radio!
- Trailing Package!
- Remote Start and Entry!
- 20" Bright Silver Aluminum Wheels!

Stock# K49037

36 MONTH LEASE

\$329*

Was \$43,090
Sale Price: \$33,399*

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