F-150 Still

Top Seller

Ford's second quarter total

pickup sales were the strongest

in 15 Years, said Mark LaNeve,

vice president U.S. Marketing,

Sales and Service for Ford. Over-

all, Ford sold 324,243 pickups

during the quarter. That's a 7.5

percent increase over the same

Ford also saw Expedition sales

"In a very competitive market, we grew our total pickup segment share in the second quarter, and we have extended F-Series' leadership this year and now with the Ranger introduction we have further broadened America's best-selling lineup," LaNeve said. "We also began selling our all-new Explorer at the end of the quarter. With the Explorer and the all-new Escape coming soon, we are on track to have the freshest SUV lineup in

up 50 Percent compared to the

same time in 2018, LaNeve said. The company also reported the best F-650/F-750 Sales in more than two decades, while Lincoln posted the best SUV sales since

time in 2018.

Detroit Auto Scene®

"FIRST IN THE HEART OF DETROIT"

VOL. 87 NO. 26 Central Detroit - Macomb - North Oakland **JULY 8, 2019**

Trucks Top Detroit Sales for First Half of 2019

Ram Sees 1500 Sales Rise 56 Percent in June

2019 Ram 1500

Best June sales in 14 years.

That's how Reid Bigland, head of FCA US Sales, described the month as total sales climbed 2 percent to 206,083 vehicles. The mark was driven by Ram pickup trucks, which had its highest month of sales since the brand was detached from Dodge and launched as a standalone division in 2009.

Sales of Ram pickups for June

rose 56 percent to 68,098 vehicles. For the quarter, Ram pickup truck sales finished at 179,454 vehicles.

Jeep Gladiator sales reached 4,231, which helped the nameplate capture an estimated 7 percent of the mid-sized truck market after only one full month on dealership lots, Bennett said.

CONTINUED ON PAGE 2

GM Crossover Vehicles Enjoy Strong Numbers

the second quarter were down 1.5 percent versus a year ago, in line with third-party estimates for industry sales, said GM spokesman Jim Cain.

The company estimates that its retail market share was even with a year ago, with truck and crossover deliveries offsetting lower passenger car sales, Cain said. The U.S. light-vehicle SAAR

Overall, GM deliveries during for the first half of the year is expected to be a healthy 17.0 million units, according to GM Chief Economist Elaine Buckberg.

> "The U.S. economy continues to grow at a healthy pace. Jobs are plentiful and inflation remains low," said Buckberg. "Auto demand was better than anticipated in the first half and we expect

> > **CONTINUED ON PAGE 2**



2019 Buick Envision

CONTINUED ON PAGE 2

Iacocca, Man Behind Mustang and Minivan, Dies at Age 94

the auto executive and master pitchman who put the Mustang in Ford's lineup in the 1960s and became a corporate folk hero when he resurrected Chrysler 20 years later, has died in Bel Air, California on July 2. He was 94.

Two former Chrysler executives who worked with him, Bud Liebler, the company's former spokesman, and Bob Lutz, formerly its head of product development, said they were told of the death June 2 by a close associate of Iacocca's family.

In his 32-year career at Ford and then Chrysler, Iacocca helped launch some of Detroit's best-selling and most significant vehicles, including the minivan, the Chrysler K-cars and the Ford Escort. He also spoke out against what he considered unfair trade practices by Japanese automak-

The son of Italian immigrants, lacocca reached a level of celebrity matched by few auto be like nothing had happened.

DETROIT (AP) - Lee Iacocca, moguls. During the peak of his popularity in the '80s, he was famous for his TV ads and catchy tagline: "If you can find a better car, buy it!" He wrote two bestselling books and was courted as a presidential candidate.

> But he will be best remembered as the blunt-talking, cigarchomping Chrysler chief who helped engineer a great corporate turnaround.

> Liebler, who worked for Iacocca for a decade, said he had a largerthan-life presence that commanded attention. "He sucked the air out of the room whenever he walked into it," Liebler said. "He always had something to say. He was a leader."

In recent years Iacocca was battling Parkinson's Disease, but Liebler was not sure what caused his death.

He remembers that Iacocca could condemn employees if they did something he didn't like, but a few minutes later it would

"He used to beat me up, sometimes in public," Liebler remembered. When people asked how he could put up with that, Liebler would answer: "He'll get over it.

In 1979, Chrysler was floundering in \$5 billion of debt. It had a bloated manufacturing system that was turning out gas-guzzlers that the public didn't want.

When the banks turned him down, Iacocca and the United Auto Workers union helped persuade the government to approve \$1.5 billion in loan guarantees that kept the No. 3 domestic automaker afloat

Liebler said Iacocca is the last of an era of brash, charismatic executives who could produce results. "Lee made money. He went to Washington and made all these crazy promises, then he delivered on them," Liebler said.

lacocca wrung wage concessions from the union, closed or consolidated 20 plants, laid off thousands of workers and introduced new cars. In TV commercials, he admitted Chrysler's mistakes but insisted the company had changed.

The strategy worked. The bland, basic Dodge Aries and Plymouth Reliant were affordable, fuel-efficient and had room for six. In 1981, they captured 20 percent of the market for compact cars. In 1983, Chrysler paid back its government loans, with interest, seven years early.

The following year, Iacocca introduced the minivan and created a new market.

The turnaround and Iacocca's bravado made him a media star. His "Iacocca: An Autobiography," released in 1984, and his "Talking Straight," released in 1988, were best-sellers. He even appeared on "Miami Vice."

A January 1987 Gallup Poll of potential Democratic presidential renovation of the statue, comcandidates for 1988 showed Ia- pleted in 1986, and the reopening cocca was preferred by 14 percent, of nearby Ellis Island as a museum second only to Colorado Sen. Gary



Lee Iacocca

He continually said no to "draft lacocca" talk.

Also during that time, he headed the Statue of Liberty-Ellis Island Foundation, presiding over the

CONTINUED ON PAGE 4



Drivers can now see who's buckled up thanks to new sensing gear.

Ranger Feature Promotes Seat Belt Safety

According to the National Highway Traffic Safety Administration (NHTSA), more than 15,000 lives are saved each year in the United States because drivers and their passengers were wearing seat belts when they were in a road traffic crash.

And Fod understands that important fact, which is why the new 2019 Ford Ranger isn't just an off-roading, trailer-towing, high-tech adventure machine, it also boasts some of the smartest seat belts in the business, said Paul Kula, Ford electrical systems engineer.

To ensure rear seat passengers stay buckled up, every Ford Ranger is equipped with an innovative safety technology called Belt Monitor. The feature alerts the driver if a second row passenger unbuckles and indicates which seat they're in.

"Whether you're on the freeway or the trail, we want to make sure everyone who puts a seat belt on keeps it on," said Kula. "We hope that making Belt Monitor a standard feature in every Ford Ranger will provide extra peace of mind for the driver."

While other seat belt systems

only monitor front and rear passengers as the driver initially pulls away, Ranger alerts a driver when any passenger unbuckles while driving.

By flagging the specific seat position, the driver can remind occupants to buckle up again, Kula said.

Ranger's Belt Monitor is the first rear seat belt reminder system to debut in Ford's truck lineup. First introduced on the 2018 Ford Expedition and Lincoln Navigator, Belt Monitor will roll out

CONTINUED ON PAGE 2

Detroit Auto Scene®

31201 Chicago Road South Warren, Michigan 48093

586-939-6800

Contact us: Info@DetroitAutoScene.com

Deadline: Thursday 5:00 p.m. for the next edition of Monday

William Springer II, publisher Lisa A. Torretta, operations Jim Stickford, editor

Detroit Auto Scene publishes In two forms: The Metro edition goes back to 1933 and has its roots in the New Center News; The North edition was formerly Oakland-Tech News, beginning as Wide Track News in 1983.

Detroit Auto Scene, Oakland Tech News and New Center News are registered trademarks of Springer Publishing Co.

www.DetroitAutoScene.com

Ford Ranger Tech Promotes Seat Belt Safety

CONTINUED FROM PAGE 1

across the entire North American lineup over the next few years.

The new Ford Ranger brings other smart driver-assist technologies, advanced passenger convenience and connectivity features like standard automatic emergency braking with pedestrian detection and 4G LTE Wi-Fi with connectivity for up to 10 devices, Kula said.

Ford Co-Pilot360 technologies like Lane-Keeping System and class-exclusive Blind Spot Information System with trailer coverage are standard on Ranger XLT and Lariat trim levels. Additional driver-assist technologies include adaptive cruise control.

NEW PATIENT SPECIAL!

X-Rays & Fluoride

when paying

for cleaning

Trucks Proved Strong in Ford's Second Quarter Sales

CONTINUED FROM PAGE 1

the industry by year's end."

Ford's strategy to focus on its winning portfolio led to a strong pickup and SUV mix while expanding transaction pricing, LaNeve said. Truck and SUVs totaled 83 percent of second quarter sales. That's 4 percentage points higher than year ago, growing quarter ending transaction prices by \$1,500 to \$36,400 per vehicle.

"Ford's total pickup sales in the second quarter increased 7 percent, accelerating at a faster rate than first quarter growth of 5 percent," LaNeve said. "The Second quarter represented our best overall pickup truck sales performance since 2004. Total second quarter F-Series sales pass the 230,000 mark, further extending our leadership position this quarter. F-Series transaction pricing was solid at \$47,500 per truck, \$1,200 higher than a year ago and \$2,500 above the segment average."

And the good news with trucks didn't end with the F-Series, LaNeve said. Ranger retail sales have grown every month since January adding 20,880 trucks to Ford's total pickup truck sales for the quarter. Q2 Ranger sales more than doubled relative to first quarter results.

"Expedition continues to perform and expand both sales and share in every region of the country, climbing 50 percent, with 21,796 sold," LaNeve said. "Allnew Explorer went on sale at the end of the second quarter. The plant changeover was responsible for lower Ford SUV sales in the second quarter. Sales of the new Nautilus posted a 13 percent gain on sales of 8,187 SUVs for the quarter.

Nautilus average transaction pricing at the end of second

Restoration

Dr. Matthew Gray DDS

Call for your appointment today!

248-399-1200

26831 Woodward Ave. Huntington Woods, Ml. 48070

restorationdent@gmail.com

NOW ACCEPTING NEW PATIENTS!!

SERVICES WE OFFER...

Family and General Dentistry

Crowns and Bridges

Root Canals
 Extractions
 Implants

• Invisalign • Teeth whitening

quarter increased \$3,700 over last year's MKX, with an average transaction price totaling \$44,300 per SUV.'

In July, additional capacity comes online at the Kentucky truck plant to support strong demand of Expedition which posted a total sales increase of 50 percent; EcoSport grew 23 percent with 21,507 sales in the second quarter, LaNeve said.

Total second quarter sales for Ford were 650,336, LaNeve said. SUV sales accounted for 215,898, a decline of 8.6 percent. Traditional car sales were down 21.4 percent, with total sales of 110,195.

But the sedan news wasn't all bad, LaNeve said. Retail sales of special performance series Mustangs (GT350 and Bullitt) were up 39 percent in the second



2019 Expedition

quarter, leading to an overall re-transaction pricing by \$1,200 tail share gain for Mustang this over a year-ago to \$36,300 per year and increasing Mustang car.

FCA Sees Sales Increase in Month of June

CONTINUED FROM PAGE 1

The Dodge Charger also reached its highest level since 2007 with sales of 9,034 vehicles.

Overall, June retail sales for FCA US hit the highest level in 18 years with 156,588 vehicles sold. Fleet sales totaled 49,495 vehicles and accounted for 24 percent of total sales.

"For the first half of 2019, Ram has been on a tear since we made the strategic decision to enter the year with a three-truck strategy. The new Ram 1500, Ram Classic and Heavy Duty are all generating a huge response from customers and critics alike," Bigland said. "This is now the third month Ram pickup sales have surpassed 60,000 since December. Our dealers had a steady stream of customers all month long.'

FCA's sales chart shows that total Compass sales for 2019 are the company sold 66,098 Ram 1500 pickup trucks in June of 2019. That's a 56 percent increase over the 43,542 Ram 1500s sold in June of 2018.

Overall, FCA has sold 299,489 Ram 1500 pickups in the first half of 2019. That's a 28 percent increase over the 233.539 Ram 1500s sold during the first six months of 2018.

June results also mark the end of monthly sales reporting by FCA US. The first quarterly sales report will occur on Oct. 1, covering the months of July, August and September.

Sales for the Jeep Compass slowed down in June. According to the FCA's sales chart, the company sold 10,976 Compasses in June of 2019 compared with 15,142 in June of 2018. Overall,

75,513, compared with 87,510 a year ago – a 14 percent decline.

Sales of the Jeep Wrangler have also seen a decline for June and the year overall. FCA's sales chart states that the company sold 20,055 Wranglers in June of 2019 compared with 23,110 in June of 2018.

Total Wrangler sales for 2019 are 116,985, down from the 133.492 sold during the first six months of 2018.

Sales of the Chrysler Pacifica minivan were strong in June of this year, with sales of 10,037 during the month. That's a 10 percent increase over the 9.114 sold in June of 2018. Overall, FCA has sold 48,527 Pacificas this year, compared with 63,024 during the first six months of 2018. That's a 23 percent decline.

GM Crossover Sales High in Second Quarter

CONTINUED FROM PAGE 1

strong performance in the second half of the year. If the Fed cuts rates, as widely expected, lower financing costs will provide further support to auto sales.'

Starting this quarter, GM will lead the industry and begin breaking out deliveries of its fullsize light- and heavy-duty pickups to give investors and other stakeholders a clear view of the company's sales performance in these vibrant segments, said Kurt McNeil, U.S. vice president, Sales Operations.

"The light-duty segment is the highest-volume part of the pickup market and we are expanding choice to make sure that we meet the needs of every customer," said McNeil.

"Heavy-duty trucks, by contrast, are about 25 percent of fullsize pickup sales. Our HDs are purpose-built machines for people who need maximum capability, and we are poised for significant growth.'

Cain also provided a Light-Duty Launch update on the Chevrolet Silverado 1500, GMC Sierra

He said GM has installed new body shops, upgraded paint shops and reconfigured general assembly at its plants to increase capacity by 20,000 units compared with the outgoing model.

available, retail customers have registered more GM full-size light-duty pickups in 2019 than either Ford or Ram, Cain said. GM light-duty registrations have also led Ford F-150 in 11 of the last 12 months.

The first new GM models to launch were the Chevrolet Silverado and GMC Sierra crew cabs in late summer 2018. Sales of each were up more than 12 percent in the second quarter versus a year ago, Cain said.

After two consecutive quarters of double-digit year-over-year growth, GM's crew cab mix has risen from 60 percent of sales to almost 75 percent.

Full production of all cab styles started in March for both retail and fleet orders, and inventory is approaching target levels, especially for the most affordable regular and double cab models. Sales of these models were down year over year due to limited availability.

Customer demand for Chevrolet's new Trail Boss models - the first full-size pickups equipped with a 2-inch factory-installed lifted suspension - have far exceeded expectations, so GM will double production. In addition, for 2020, Chevrolet will offer both Trail Boss models with a 420-hp, 6.2L V8 engine.

More than 95 percent of all-new GMC Sierra 1500 crew cab sales

Based on the most recent data are high-end trims including SLT, AT4 and Denali.

GM is introducing a new refined, very powerful and extremely fuel-efficient 3.0-liter Duramax diesel that is expected to be available later this quarter, Cain said.

General Motors has consolidated heavy-duty pickup production at the company's Flint Assembly plant. The company has installed new body and paint shops and created 1,000 new jobs to support a capacity increase of 40,000 units compared to the outgoing model.

The company is also sharply increasing production of crew cab and diesel models to meet the high customer demand, Cain said.

Early production will be focused primarily on crew cab models, similar to the light-duty launch cadence. Trucks began shipping to dealers in the second half of June, with availability expected to grow throughout the third and fourth quarters.

GM's fleet mix of total sales was 23 percent during the second quarter. Sales were up 3 percent, with the majority of deliveries going to Commercial and Government customers, Cain said.

The company's end of June inventory was 809,387 units, up about 22,000 units year over year, reflecting new model launches.





"FIRST IN THE HEART OF DETROIT SINCE 1933" **JULY 8. 2019**

Last ZO6 Corvette Raises Millions for Charity

City may have fallen 18 years ago, but General Motors hasn't forgotten.

Stephen Siller Tunnel to Towers Foundation is receiving 2.7 million dollars from the auction of the final seventh-generation Chevrolet Corvette at Barrett-Jackson Northeast Auction at Mohegan Sun resort in Connecticut on June 28. This winning bid – for a black Z06 model - breaks the Barrett-Jackson record for an automaker-donated vehicle.

"This is going to vibrate across America," said Frank Siller, chairman and CEO of the Stephen Siller Foundation. "This donation will build at least five homes for our catastrophically-injured veterans to give them their independence and a better quality of life."

The foundation builds mortgage-free, accessible smart homes for the most catastrophically injured service members and helps pay off the mortgages for families of first responders killed in the line of duty, said GM spokesman Kevin Kelly. To date, 85 homes have been built or are under construction, and this donation will allow for construction to begin on five new homes. More information is available at www.tunnel2towers.org.

most iconic vehicle ever built in million. the U.S., has the honor of being the highest auctioned vehicle at Barrett-Jackson for a charity," said Steve Hill, GM U.S. vice president of Sales, Service and Marketing. "What makes me proud to be a GM employee is let dealer and NASCAR team



This Corvette ZO6 was sold at auction in Connecticut to raise money for the Stephen Siller Foundation.

the fact that we've supported the military and veterans for over 100 years. This is a great evening, but tomorrow morning we get back to work to help service members in

For the past five years, GMC has supported the Stephen Siller Tunnel to Towers Foundation as its national foundation of choice, Hill said.

In that time, it has helped the "It's appropriate that the foundation raise more than \$10

> That includes \$2.2 million raised last year, with \$925,000 of it coming from the auction of the first production 2019 Corvette ZR1.

It was purchased by Chevro-

owner Rick Hendrick at the those who have given so much 2018 Barrett-Jackson Scottsdale, Ariz., sale.

GM is committed to helping

for their country. GM's current and retired workforce includes 60,000 veterans.

Detroit Police Are Cracking Down On Stunt Driving

DETROIT (AP) - Detroit police say they are cracking down on drivers recorded on video blocking freeway traffic and those doing doughnuts on that roadway and elsewhere.

The video gained attention last month on social media. Police Chief James Craig told reporters July 1 officers are inspecting several cars they believe were involved, including one belonging to a Canton man.

Craig says the 25-year-old has been released but his car remains impounded. The chief adds the man is involved in reckless driving across the city.

The illegal stunt driving 'recorded along Detroit's Lodge Freeway shows cars backed up behind parked vehicles while another spins with tires screech-

Detroit police have been targeting illegal street racing and reckless driving of ATVs.

The Michigan State Police is using a helicopter to aid enforce-

P. 800-638-6900 | F. 248-625-7032

Cooper Standard Appoints Miziolek to New Position

Aleksandra A. Miziolek has smoothly transition Joanna to been appointed to the newly created position of chief transformation officer at the Novi-based auto supplier Cooper Standard to further drive the company's evolution amidst a changing automotive industry. The appointment was effective July 1.

Miziolek, who had been senior vice president, general counsel, secretary and chief compliance officer for Cooper Standard since 2014, will continue to report to Chairman and CEO Jeffrey S. Edwards in her new role of directing transformation initiatives aimed at long-term profitable growth, said Cooper Standard spokeswoman Sharon S. Wenzl.

"As we manage through the global automotive industry transformation, it is essential to dedicate resources to ensure we are fully prepared for the future," Edwards said. "Aleks is ideally suited to help lead the organization's transformation, given her deep global automotive industry and transactional experience and leadership capabilities."

Succeeding Miziolek as Cooper Standard's senior vice president. chief legal officer and secretary is Joanna Totsky, who had served as vice president - deputy general counsel for the company. In this role, Totsky will become a member of the Global Leadership Team, reporting directly to Edwards and will also serve as chief compliance officer.

"Thanks to our robust succession planning, we are able to the role of senior vice president and chief legal officer," said Edwards. "In this position, Joanna's extensive automotive legal background, public markets experience and tenure with Cooper Standard, all provide a strong platform for continued success.'

Miziolek, who has been an important member of Cooper Standard's Global Leadership Team, has more than 35 years of experience working in mergers and acquisitions, strategic growth and corporate governance.

Before joining the Company in 2014, Miziolek served Dykema Gossett, PLLC, a national law firm, in a variety of key management positions, most recently serving as the director of the Automotive Industry Group. From 2003 to 2010, she served on Dykema's Executive Board and as the director of its Business Services Department. As a result of her representation of numerous Fortune 500 companies and private equity funds in significant transactions, Miziolek was recognized by Chambers USA in Corporate/M&A from 2006 until

Prior to joining Dykema in 1982, Miziolek served as a law clerk for the Honorable James P. Churchill, U.S. District Court for the Eastern District of Michigan. She graduated from Wayne State University Law School with a Juris Doctor, summa cum laude, and served as the editor-in-chief of the Wayne Law Review.



www.KaydanWealthManagement.com

Kaydan Wealth Management, Inc. is not a registered broker/dealer and is independent of Raymond

James Financial Services, Inc. Securities offered through Raymond James Financial Services, Inc.,

member FINRA/SIPC. Investment Advisory Services offered through Raymond James Financial

P. 810-593-1624 | F. 810-593-1643

Services Advisors, Inc. and Kaydan Wealth Management, Inc.

Iacocca, Man Behind Mustang and Minivan, Dies at 94

CONTINUED FROM PAGE 1

of immigration in 1990.

But in the years before his retirement in 1992, Chrysler's earnings and Iacocca's reputation faltered. Following the lead of Ford and General Motors, he undertook a risky diversification into the defense and aviation industries, but it failed to help the bottom line.

Still, he could take credit for such decisions as the 1987 purchase of American Motors Corp. Although the \$1.5 billion acquisition was criticized at the time, AMC's Jeep brand has become a gold mine for FCA as demand for SUVs surged.

Iacocca was born Lido Anthony Iacocca in 1924 in Allentown, Penn. His father, Nicola, became rich in real estate and other businesses, but the family lost nearly everything in the Depression.

After earning a master's degree in mechanical engineering at Princeton University, Iacocca began his career as an engineering trainee with Ford in 1946. But the extrovert quickly became bored and took the unconventional step of switching to sales.

He said a turning point in his career came in 1956, when he was assistant sales manager of the Philadelphia district office ranked last in Ford sales nationwide. Iacocca's devised a financing plan called "56 for 56," under which customers could buy a 1956 Ford for 20 percent down and payments of \$56 a month for three years. The district's sales shot to the top, and Iacocca was quickly promoted to a national marketing job at company head-quarters in Dearborn.

By 1960, at age 36, Iacocca was vice president and general manager of the Ford division.

"We were young and cocky," he recalled in his autobiography. "We saw ourselves as artists, about to produce the finest masterpieces the world had ever seen."

lacocca's first burst of fame came with the debut of the Mustang in 1964. He had convinced his superiors that Ford needed the affordable, stylish coupe to take advantage of the growing youth market.

He broke from tradition by launching the car in April rather



Iacocca introduced the first Mustang back in the year 1964.

than the fall. Ford invited reporters to a 70-car Mustang rally from New York to Dearborn, which generated huge publicity. The car made the covers of *Time* and *Newsweek* the same week.

In 1970, Iacocca was named Ford president and immediately undertook a restructuring to cut costs as the company struggled with foreign competition and rising gas prices. Iacocca's relationship with Chairman Henry Ford II became strained, and in 1978, Ford fired Iacocca. Henry Ford II later described lacocca as "an extremely intelligent product man, a super salesman" who was "too conceited, too self-centered to be able to see the broad picture," according to an interview in The Detroit News.

lacocca got the last laugh. He was strongly courted by Chrysler, and he helped cement its turnaround in the 1980s by introducing the wildly successful Dodge Caravan and Plymouth Voyager minivans.

In July 2005, Iacocca returned to the airwaves as Chrysler's pitchman, including a memorable ad in which he played golf with rapper Snoop Dogg.

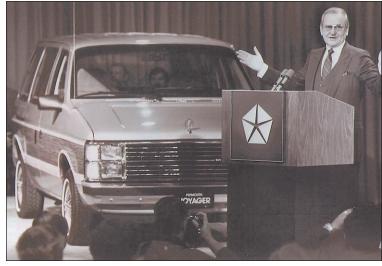
Chrysler wasn't faring well. In his 2007 book "Where Have All the Leaders Gone?" Iacocca criticized Chrysler's 1998 sale to the Germany's Daimler AG, which gutted Chrysler to cut costs.

As the recession began, sales worsened, and soon Chrysler was asking for a second government bailout. In April 2009, it filed for bankruptcy protection.

"It pains me to see my old company, which has meant so much to America, on the ropes," Iacocca said.

Chrysler emerged from bankruptcy protection under the control of Italian automaker Fiat. In a 2009 interview with The Associated Press, he urged Chrysler executives to "take care of our customers. That's the only solid thing you have."

lacocca was also active in later years in raising money to fight diabetes. His first wife, Mary, died of complications of the disease in 1983 after 27 years of marriage. The couple had two daughters, Kathryn and Lia.



Not done innovating, Iacocca debuted the first minivan in 1983.



Iacocca, with actor Jason Alexander, filmed this commercial in 2005.

Pacifica Gets Tech Upgrade for 2020 Model

While Chrysler is reintroducting the Voyager minivan for the budget-conscious buyer, the brand hasn't forgotten to upgrade the Pacifica, said FCA spokeswoman Kristin Starnes.

The Chrysler Pacifica and Pacifica Hybrid continue to revolutionize and reinvent the minivan segment by delivering unprecedented levels of functionality, versatility, technology, safety and bold styling, said Starnes. Holding its status as the mostawarded minivan since 2016 with more than 100 honors and industry accolades, the Pacifica offers class-leading gasoline and hybrid powertrains and nearly 40 new minivan-first features.

The Pacifica Hybrid is America's first and only hybrid minivan, she said. It is the fourth-best-selling plug-in hybrid vehicle (PHEV) from the 30 PHEVs available in the market, she said, and the #1 seller among the 20 vehicles that offer PHEV as an option. Pacifica Hybrid achieves more than 80 miles per gallon equivalent (MPGe) in electric-only mode, has an all-electric range of more than 30 miles and a total range of more than 500 miles, Starnes said.

New for 2020 is the blacked-out look of the S Appearance Package, Starnes said.

The Pacifica minivan features a choice of two powerful, efficient and advanced powertrains, said Starnes. One is the segment's first hybrid vehicle that delivers more than 80 miles per gallon equivalent (MPGe) in the city with the FCA US-designed, innovative dual-motor eFlite electrically variable transmission (EVT) paired with a specially modified version of the 3.6-liter Pentastar V6 gasoline engine.

The Pacifica also offers the Pentastar V6 gasoline engine, which is mated to a segment-exclusive TorqueFlite nine-speed automatic transmission, delivering 287 horsepower and 262 lb.-ft. of torque.

Pacifica Hybrid has an all-electric range of more than 30 miles and a total range of more than 500 miles, making it the fourth-best-selling plug-in hybrid vehicle (PHEV) from the 30 PHEVs available in the market, and the #1 seller among the 20 vehicles

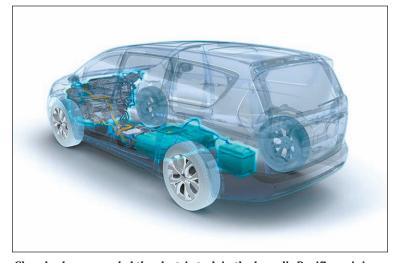
that offer PHEV as an option, Starnes said.

The hybrid electric motors work in tandem with the engine for increased all-electric drive vehicle speed, Starnes said. The minivan also uses a one-way clutch that allows the motor typically used only as a generator to deliver torque to the wheels, depending on driving conditions, resulting in increased efficiency, she said.

The Pacifica Hybrid is equipped with a regenerative braking system that recycles the kinetic energy used to stop the brakes into energy to charge the vehicle's battery.

The 2020 Pacifica is covered by up to a 10-year/150,000-mile transferable warranty, may be fully recharged via the 6.6-kWh on-board charger in as little as two hours using a 240-volt (Level 2) charger, available from Mopar through dealers.

"Chrysler Pacifica was re-engineered from the ground up on an all-new platform, delivering exceptional ride and handling and reduced noise, vibration and harshness (NVH)," Starnes said. "Its body structure is light and stiff, making it more responsive with lower levels of body roll and enhanced agility to absorb and distribute road inputs.



Chrysler has upgraded the electric tech in the brand's Pacifica minivan.

DCDC Gets New Leadership

University of Detroit Mercy's Detroit Collaborative Design Center (DCDC) will celebrate its 25th birthday with new leadership. Christina Heximer and Ceara O'Leary, AIA, are now the new co-executive directors of the

The DCDC is a multi-disciplinary, nonprofit architecture and urban design firm dedicated to creating sustainable spaces and communities through quality design and the collaborative process, said school spokesman Dave Pemberton. The DCDC team includes Charles Cross, Rebecca Bucky Willis, Josh Budiongan, Julia Kowalski and Toni Henry and two to four emerging student designers, who work on projects with community part-

ners citywide. Since 1994, the DCDC has partnered with more than 100 Detroit nonprofit organizations, community groups and philanthropic foundations towards fulfilling its mission.

"Christing and Lore heaves to

"Christina and I are honored to step into these roles and continue to work with our team to collaborate with longtime and future community partners on neighborhood design projects and citywide initiatives," O'Leary said. "We look forward to building on DCDC's strengths and making new connections moving forward."

Heximer and O'Leary replace Dan Pitera who served as the DCDC's executive director for 20 years. He was named dean of UDM's School of Architecture.









Family Owned and Serving the Detroit Area Since 1917

100 YEARS OF BUSINESS

EXPERIENCE (THE NEW BUICK



24 \$999 DOWN

\$27,579*

2019 BUICK ENVISION PREFERRED

\$249** | 36 |\$999 DOWN



36 | \$999 DOWN

2019 BUICK REGAL TOUR X PREFERRED



\$419* PER MONTH | 39 | \$999 DOWN



36 \$999 DOWN \$299*

2019 BUICK LACROSSE ESSENCE



39 | \$999 DOWN \$559*



WE ARE PROFESSIONAL GRADE

2019 GMC ACADIA SLE1 \$199* 24, S \$999 DOWN S 1999 S



\$28,929*

2019 GMC TERRAIN SLE1 \$169* PER | 36 MONTHS | \$999 DOWN



\$26,019*

2019 SIERRA 1500 DENALI \$319* 24mmts \$999mm



\$47,989

2019 GMC SIERRA 1500 36 \$999



\$30,059*

2019 GMC CANYON DENALI \$259 BERN 36 MONTHS \$999 DOWN



\$38,199*

2019 GMC YUKON SLE \$389* 36MONTHS \$9990MONTHS



\$47,449

NO APPOINTMENTS NECESSARY FOR OIL CHANGES

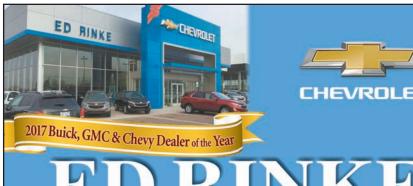
WE'LL GIVE YOU *3500 MINIMUM FOR YOUR 2003 OR NEWER TRADE IN

888.487.1385

26125 Van Dyke, Center Line



facebook



Family Owned and Serving the Detroit Area Since 1917

100 YEARS OF BUSINESS



2019 CHEVROLET SILVERADO LD 1500 custom \$30.399



2019 CHEVROLET SILVERADO 1500 CUSTOM DBL CAB



2019 CHEVROLET COLORADO Z71 ÇREW CAB

\$199* 24_{MONTHS} \$999_{DOWN}

2019 CHEVROLET **EQUINOX** 2FL

\$179* 24 MONTHS \$999 DOWN

SILVERADO 1500 CUSTOM CREW CAB

2019 CHEVROLET

\$33.839°

\$249* 36MONTHS \$999 DOWN



\$259* 36MONTHS \$999DOWN

2019 CHEVROLET TRAVERSE LT \$30.829

2019 CHEVROLET CAMARO 1LT *\$24,199**



\$329*** 39MONTHS \$999DOWN

2019 CHEVROLET **TAHOE** PREMIER \$61.649*

\$599* 36MONTHS \$999 DOWN

FIND NEW ROADS / HURRY, OFFER ENDS 7/1/19

CHEVROLET facebook

26125 Van Dyke, Center Line (Just South of 696 on Van Dyke)

888.487.1385





"All prices and payments include GM rebates. Pictures may not represent actual vehicle. Pricing subject to change per GM incentives. Prices and payments are inclusive of active GM employee discount (unless otherwise stated). All leases are 10,000 miles per year with approved A fire credit. All Vehicles shown are 5999 down unless otherwise stated. Disposition fee may be required at vehicle turn in. Must have lease loyalty or lease conquest vehicle in household on certain wholes. Prices and payments are plus tax, title, plate, doe fee, returnable security deposit required on certain vehicles — to be determined by lender. Taboe is a former courtesy vehicle. "\$3,500 trade in is valid on 2008 or newer vehicles w/ under 115k miles indivibate condition no honored titles, cerconditions on development by avancaise. Certain provided seen and the conditions on the conditions on the condition on the condition on the condition on the condition on the conditions on the condition on the condition of the condition of the condition on the condition of the condi

SAT & SUN Closed www.EdRinke.com

MON & THUR 8:30am-9pm;

Jose Altuve's Named Chevy Youth Baseball Ambassador

Baseball and Chevrolet go hand-in-hand.

That's how Paul Edwards, U.S. vice president of Chevrolet Marketing, refers to the brand's longstanding investment in Chevy Youth Baseball and Chevy Youth Baseball clinics.

Just look how Chevrolet is partnering with Houston Astros second baseman José Altuve to support youth sports development, said Edwards. Altuve will be a Chevy brand ambassador on a variety of projects.

Chevy and José Altuve share a love of baseball, involvement in our communities and a commitment to developing the next generation of players," said Edwards. "This partnership helps us give back to our communities and support youth baseball through the Chevy Cares plat-

Chevy Youth Baseball is a community-based program through the Chevy Cares philanthropic initiative that empowers the next generation of Major League hopefuls to stay active, develop self-esteem and learn important life lessons like teamwork. Since 2006, the program has offered nearly 2,000 free clinics and helped 8 million aspiring baseball players through equipment and uniform donations and field refurbishment.

"I owe everything I am today to the skills I learned playing youth baseball," said Altuve. "My partnership with Chevy and Chevy Youth Baseball is a natural fit and a great way to continue to connect with and inspire future allstar hopefuls.

After the MLB All-Star Game on July 9, Chevy will award the fanvoted Ted Williams Most Valuable Player with his choice of a red 2019 Silverado 1500 LT Trail Boss or white 2020 Silverado HD High Country.



Major leaguer Jose Altuve will help Chevrolet promote youth baseball through clinics and other projects.

This year's National Chevrolet PLAY BALL reporter, 10-year-old Ethan Morgan, will attend the 2019 MLB All-Star Game on behalf of Chevy and have the opportunity to interview players and coaches during MLB's All-Star Media Day, as well as at the All-Star Red Carpet Show presented by Chevrolet. PLAY BALL

is MLB's collective effort to encourage youth to participate in baseball- and softball-related ac-

"Getting youth actively involved in our sport is key young baseball players are tomorrow's big league prospects," said Tony Reagins, MLB executive vice president of Baseball & Softball Development. "Dedicated partners and players like Chevrolet and José Altuve help us support youth baseball development in communities across the country."

Chevy has been the Official Vehicle of Major League Baseball since 2005 and proudly supports 15 MLB teams, said Edwards.

Historical Society Seeks Cash for Museum Improvements

DETROIT (AP) - Plans are moving forward on \$4.9 million in improvements at the Dossin Great Lakes Museum on Detroit's Belle

The Detroit Historical Society held a groundbreaking July 1 on the first \$1.5 million part of the four-phase outdoor enhancement project.

The first phase is expected to

be completed by the end of November.

Outdoor maritime artifact displays at the Museum will be upgraded and the anchor from the freighter Edmund Fitzgerald, which sank in 1975 and was immortalized by Gordon Lightfoot's song, will be highlighted in a Lost Mariners Memorial.

Other phases are expected to

be completed by the end of the year 2021.

These improvements include a riverfront trail and a landscape that would approximate the natural setting of Belle Isle before it became a park.

The Historical Society has raised \$1.9 million and seeks support for the rest of the improvement project.

Summer Travel Advice for Michiganians

Now that summer is here, many people in Michigan will be traveling across the state and around the country. Meaning a lot of people will be far from

So what do people do if something happens to their license plate?

The answer is simple, said Mike Doyle, spokesman for the Michigan Secretary of State (SOS) department.

"First, if your plate goes missing, call the police," Doyle said. "Second, you can contact SOS's Special Services Branch at 517-636-5872.

Special Services normally handles license plate issues for Michigan residents who are out of state, people like those in the military, Doyle said.

And if a Michigan resident is out of state and someone steals their license plate, that person should contact the Michigan Secretary of State's Special Services section.

"We will work to resolve the problem," Doyle said. "Just be sure to notify police in the area where the incident took place, so that they can be on the lookout for the stolen plate, and so that there is an official public record that can be checked if the driver whose plate was taken is stopped."

If a resident is out of state and heading to a vacation spot, it might even be possible for a new plate to be overnighted to where the resident will be staying, Doyle said.

"I just want to emphasize that this is an extremely rare thing, so I would tell state residents not to worry about this happening to them. They should just enjoy their vacation.'

Thanks for making Buff Whelan Chevrolet the #1 DEALER IN THE U.S.A. 2 years in a row

OVER 1,000 lew Chevrolets in Stock!



586-274-0396



2019 CHEVY TRAVERSE FWD 1LT

w/ Convenience and Confidence package + TAX with \$ 🦳 DOWN

Addition savings if you currently lease a Cruze, Malibu, or Equinox NO SECURITY DEPOSIT REQUIRED

2019 CHEVY TRAX AWD 1LT 6+ TAX with \$ DOWN

NO SECURITY DEPOSIT REQUIRED Equiped with LT Convenience, 6 Way Power Driver Seat, Passive Keyless Entry Push Button Start, Remote Start, Deluxe Cloth Interior & More...





HOLET -

2019 CHEVY EQUINOX 2FL

TAX with \$

NO SECURITY DEPOSIT REQUIRED Equiped with 1.5L Turbo Engine, 7" touch screen radio, Onstar, Bluetooth, Keyless Entry, Back Up Camera, Alum. Wheels, Deep Tinted Glass & More...

Free shuttle service to home, office or shopping.

buff whelan chevrolet WHERE THE DEALS MAKE THE DIFFERENCE, EVERY DAY SINCE 1970!

Van Dyke • South of 18 Mile • Sterling Heights

Jeff Caul





*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 07/31/19

BRUCE LITVIN - 24/7 & 365 -OVER 40 YEARS OF QUALITY SERVI











475 SUMMIT DRIVE • 248-292-2502 • 5825 HIGHLAND RD. (M59) • WATERFORD



Serra Chevrolet would like to welcome KOL GJOKAJ to our Management Team



Monday is the Final Day to Save!

2019 TRAX LS

MSRP \$24,410 STARTING AS LOW AS \$13,066

SAVE OVER \$9,000 OFF MSRP

- ECOTEC 1.4L I4 SMPI DOHC
- Turbocharged VVT
- Fuel Economy
- 6 Speaker System
 10 Total Airbags
 16" Aluminum Wheels

36 Month Lease with GM Lease Loyalty



STOCK #192232

WITH \$999 DOWN

2019 EQUINOX 2FL

MSRP \$29,585 STARTING AS LOW AS \$20,688

SAVE OVER \$8,800 OFF MSRP



- Rear Vision Camera
- Lane Change/Side Blind Zone
- Forward Collision alert & Much More

36 Month Lease with GM Lease Loyalty



STK#192280

O/M0*

WITH \$999 DOWN

2019 MALIBU RS

MSRP \$24,270 STARTING AS LOW AS \$18,859

SAVE OVER \$5,500 OFF MSRP

- Sport Grille with Black Bowties
- Keyless Start & Entry
- *18" Bright Machined Aluminum Wheels •Power Drivers Seat

36 Month Lease with GM Lease Loyalty



STOCK #191473

/M0*

WITH \$999 DOWN

2019 BLAZER LT

MSRP \$35,380 STARTING AS LOW AS \$28,874 *SAVE OVER \$6,500* OFF MSRP

- •2.5 Direct Injection DOHC Engine
- •Keyless Start & Entry •Color Touch Screen Radio
- 8 Way Power Drivers Seat Aluminum Wheels



STOCK #190924 PREVIOUS CTP UNIT

✓ /M0*

WITH \$999 DOWN

2019 SILVERADO CREW CAB CUSTOM 4X4

MSRP \$43,945 STARTING AS LOW AS \$32,073

SAVE OVER \$11,000 OFF MSRP

- 4.3L V6 Engine
 CHEVYTECH Spray-ON Bedliner
 20" Bright Aluminum Wheels
- Remote Start
- Trailering Package with Hitch Guidence

24 Month Lease with a Current Silverado/GMC Truck Lease



STOCK #192109

✓ /M0*

WITH \$999 DOWN

2019 TRAVERSE LS

24 Month Lease with current

Cruze/Malibu or Equinox Lease

MSRP \$34,420 STARTING AS LOW AS \$28,346 **SAVE OVER \$6,000** OFF MSRP

- •3.6 V6 Engine *8 Passenger Seating *Rear Vision Camera
- Remote Keyless Entry
 Aluminum Wheels

24 Month Lease with a Current Cruze/Malibu or Equinox Lease



STK#192263

WITH \$999 DOWN

2019 TAHOE LS CUSTOM

MSRP \$48,430 STARTING AS LOW AS

EDITION

\$41,338 SAVE OVER \$7,000 OFF MSRP

- •5.3L V8 Engine 6 Speed Automatic Transmission
- ·Rear Back Up Camera
- Remote Start System •18" Aluminum Wheels
- 36 Month Lease

with GM Lease Loyalty



STOCK #WXJZVG

WITH \$999 DOWN

2019 SUBURBAN PREMIER 4X4

MSRP \$77,905 STARTING AS LOW AS \$67,619

SAVE OVER \$12,000 OFF MSRP



- Package
 *10 Speed Transmission
 *Power Sunroof with Navigation Package
 *22" Gloss Black Aluminum Wheels
 *Rear Seat Entertainment System & Much

36 Month Lease with a Current GM or Non GM Lease in the Household

WITH \$4999 DOWN

serrachevrolet.com

Showroom Hours

9:00 AM - 9:00 PM Monday 9:00 AM - 7:00 PM Tuesday Wednesday 9:00 AM - 7:00 PM

9:00 AM - 9:00 PM Thursday 9:00 AM - 6:00 PM Friday 9:00 AM - 4:00 PM Saturday



FIND NEW ROADS"

CHEVROLET



We are your PEP Car Headquarters!

28111 Telegraph Road Southfield, MI 48034

www.serrachevrolet.com

28111 TELEGRAPH • NORTH OF I-696 | SERRACHEVROLET.COM | 1-888-221-0281

*All payments & retail prices are plus TAX, TITLE, PLATE DOC FEE, & are calculated with the GM Employee Discount unless otherwise noted. All payments/Prices include GM Lease Loyalty or Chevrolet Lease Loyalty/Competitive Lease Incentive and are based on qualification and have been deducted from the Sale Prices & Payments. Lease Payments do not require a Security Deposit and require a disposition fee at lease end. You must be approved at A1 Credit Tier through GM Financial. To use the Chevrolet Lease Loyalty, you must terminate your current lease at the time of new vehicle purchase, All Vehicle pictures do not represent the actual vehicle. Lease payments are based on 10,000 miles or for CTP units, the remainder of 10,000 miles per year, Must take retail delivery by Monday July 8, 2019.





SOAK UP THE MOMENT With A Great Deal on Every New Chevy In Stock!*



2019 TRAX LS

- Color Touch Screen Radio!
- Remote Keyless Entry!

MSRP \$22,295 Sale Price \$12,965

- Rear Vision Camera!
- Aluminum Wheels!
- 60/40 Folding Rear Seat! Bluetooth for Phone!
 - Stock# K50898

24 MONTH LEASE



\$999 Down

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

2019 EQUINOX LS

SAVE OVER \$9300!



MSRP \$27.855 Sale Price \$20,620* 24 MONTH LEASE

Color Touch Screen Badio!

- Keyless Start and Entry!
- Rear Vision Camera!
- Power Driver's Seat! Aluminum Wheels!
- Bluetooth for Phone! Stock# Q12095

2019 ALL NEW SILVERADO 4WD DOUBLE CAB



MSRP \$41,585 Sale Price \$28,968*



CUSTOM VALUE PKG.

- 4.3L ECOTEC3 V6 Engine! - GM Bedliner INCLUDED!

Trailer Package w/Locking Rear Differential!

- Remote Start and Entry!

Chrome Assist Steps! Stock# K49108

- 20" Bright Aluminum Wheels

2019 TRAVERSE LS



MSRP \$34,170 Sale Price \$26,878* 24 MONTH LEASE



- 3.6L DI DOHC V6 Engine!

Keyless Start and Entry!

8 Passenger Seating!



2019 MALIBU LT



MSRP \$28,115 Sale Price \$22,299* 24 MONTH LEASE

Remote Keyless Entry and Start! - Rear Vision Camera!

Color Touch Screen Radio!

- Rear Park and Cross Traffic Alert!
- Aluminum Wheels! Side Blind Zone Alert! Stock# K51945
- The Best Price.

2019 COLORADO 4WD LT CREW CAB



MSRP \$39,790 Sale Price \$32,831*

24 MONTH LEASE

\$999 Down. NO Security Deposit required. Tax, title and plate fees extra

RST SPECIAL EDITION

- 3.6L DI DOHC V6 Engine!
- 20" Black Aluminum Wheels!
- CHEVROLET Lettered Grille! Remote Start and Entry!
- Rear Sliding Window!
- Trailering Package! Stock# K50209



2019 BLAZER 1LT



MSRP \$33,570 Sale Price \$28,580* 36 MONTH LEASE

\$999 Down. NO Security Deposit required. Tax, title and plate fees extra

- 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# K52511

The Best Price... PERIOD!

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



The Best Price...
PERIOD! RICH MILNE rmilne@moranautomotive.com

DAVID BERCEL JR. dbercelir@moranautomotive.com

SHOWROOM HOURS:

Monday Tuesday Wednesday Thursday Friday

8:00 AM - 9:00 PM 8:00 AM - 6:00 PM 8:00 AM - 6:00 PM 8:00 AM - 9:00 PM 8:00 AM - 6:00 PM

(586) 791-1010

FIND NEW ROADS"



35500 S. Gratiot Avenue... North of 15 Mile / Clinton Township

Pictures may not represent actual sale vehicle. All applicable incentives including bonus cash, bonus tags, private offers, 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, CVR fees and administrative fees (when applicable) and were valid at time of printing. Leases are 10,000 miles per year. GM Employee discount require except where noted. Disposition fee may be required at lease turn in. \$1000 over Kelley Blue Book offer is for 2007 – 2017 vehicles with clean Carfax minus reconditioning costs. No salvage or branded titles. Certain restrictions apply, see dealer for complete details on all incentives/offers. Sale ends 7/12/2019 @ 6:00PM