

STRIKE UPDATE: GM, UAW Still Have No Agreement

Editor's note – the GM-UAW negotiations are an ongoing process. This is the latest information available at press time.

One plant and part of another have been closed in Canada.

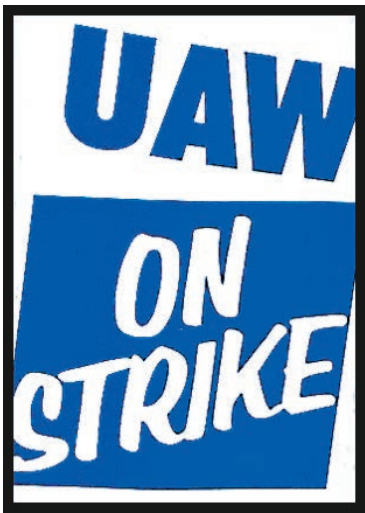
DETROIT (AP) – General Motors offered striking union members wage increases or lump-sum payments in all four years of a proposed contract, as bargain­ers seek a deal to end a walkout that's in its third week.

But union bargain­ers rejected the offer because it took money from other places to fund profit-sharing, and it didn't give temporary workers a clear path to a full-time job, according to a person briefed on the negotiations.

Still, the offer, made late Sept. 30, is likely to be the framework for whatever agreement is reached to end the strike by 49,000 workers that has halted production in the U.S. and severely cut output in Mexico and Canada. Both sides were still talking Oct. 2.

“It's not insulting,” Art Wheaton, an auto industry expert at the Worker Institute at Cornell University, said of the offer. “It's not close enough to ideal, but they're still talking.”

After GM presented the offer, bargain­ers for the United Auto



Workers union made a counter offer that is now the subject of bargaining, according to the person, who asked not to be identified because details of the talks are private.

But another person briefed on the talks said much of what the union objected to, including proposed concessions, has been removed or is being bargained. That person said health care, a key sticking point with union members, would remain the same as it is now. The person,

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GM Improves Car Connectivity with Alexa

It might not be the talking car from the 1980s TV show “Knight Rider” but it's pretty close.

General Motors is bringing millions of Chevrolet, Buick, GMC and Cadillac owners the ability to add convenience and productivity to their daily drives through a new in-vehicle Alexa experience coming in the first half of 2020, said GM spokeswoman Stephanie Lang.

Leveraging embedded available 4G LTE connectivity and

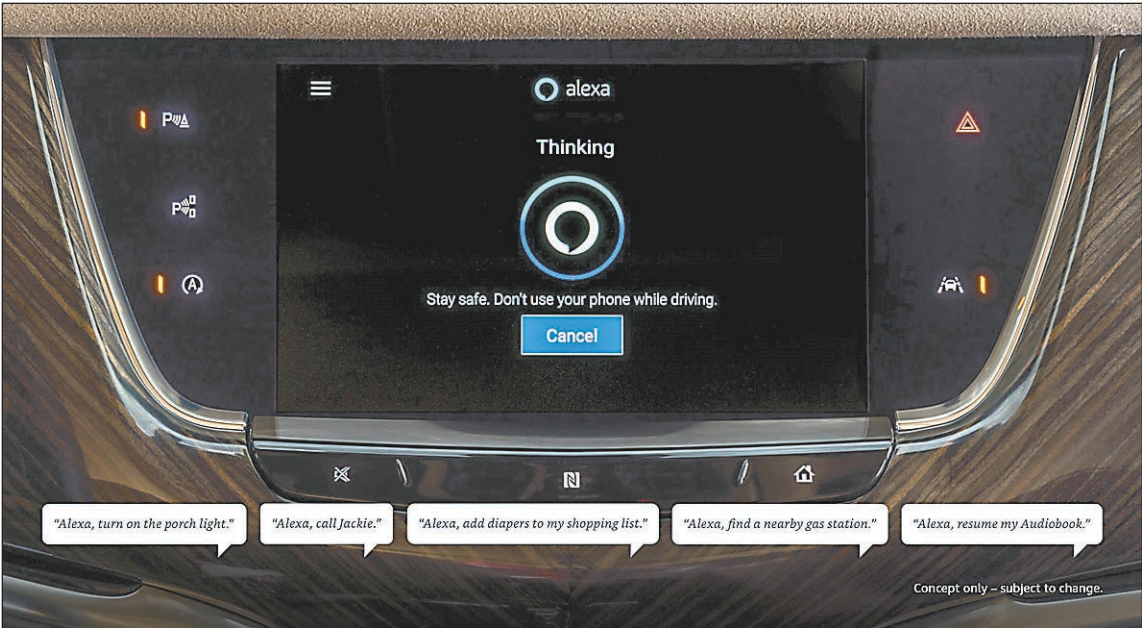
GM's updateable embedded app framework in the vehicle, GM will make Alexa available on model year 2018 and newer cars, trucks and crossovers with compatible infotainment systems.

GM research shows that many customers prefer to use the same voice services they use in their home in their vehicles. The Alexa voice experience in GM vehicles leverages the Alexa Auto Software Development Kit, which gives customers access to stan-

dard Alexa skills and capabilities, Land said.

This will also enable GM to create custom skills in the future that are relevant to the customer's vehicle. This collaboration represents the broadest rollout of an embedded Alexa Auto experience to date, and provides a tailored voice experience for Chevrolet, Buick, GMC and Cadillac drivers with properly equipped vehicles.

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As part of it plan to have the latest technology, GM is putting embedded as an app in its vehicles in 2020.

Kettering's Building on Storied Heritage

by Jim Stickford

Kettering, formerly known as the GM institute, is celebrating 100 years of existence in 2019.

Dr. Robert K. McMahan, professor of Physics and president, Kettering University, attributes the school's longevity to two factors – in this day and age people still want to engineers and scientists; and two, the school's unique approach to teaching.

“Choosing a STEM career is hard,” McMahan said. “But it's equally rewarding.”

While the school is most known as a developer of automo-

tive engineering and expertise, it's enlarged its platform of classes and has incorporated new fields of study such as software engineering and such, McMahan said. And heritage has played a role in how it teaches students.

Kettering was started in Flint by the same people who were building the auto industry from the ground up at the start of the 20th century.

“You have to remember that Flint was the Silicon Valley of the time,” McMahan said. “Flint was originally known for its wool



Robert K. McMahan

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2019 Chevrolet Malibu

Third Quarter Sales Results Show Sedans Numbers Up

by Jim Stickford

The automotive sales figures for the third quarter of 2019 are in, and the results are mixed.

General Motors reported on Oct. 2 that dealerships delivered 738,638 vehicles in the United States in the third quarter of 2019, an increase of 6.3 percent compared to the third quarter of 2018. GM's fleet mix of total sales was 19.5 percent, down 3 tenths of a percent, year over year. End of September inventory was 759,633 units.

Sales successes for GM during the third quarter included the Chevy Express, which saw a 26 percent increase in 2019 compared to 2018. This year Chevy sold 22,062, compared to 17,509.

Sales of the Cadillac Escalade went from 9,533 in 2018 to 10,284, representing a 7.9 percent increase year to year in the third quarter.

The Chevy Equinox saw 2019 third quarter sales increase by

2.3 percent, going from 78,014 in 2018 to 79,799 in 2019. The Chevy Traverse also saw a strong sales increase in the third quarter of 2019 – 24.9 percent. Sales went from 32,908 in 2018 to 41,116 in 2019.

The Chevy Malibu, a sedan, saw a 4.5 percent sales increase in the third quarter. Chevy sold 32,432 in 2019, compared to 31,041 in 2018.

The Buick brand saw some strong sales increases in the third quarter of 2019. The Encore saw a 3.6 percent increase, with sales of 13,274; the Encore saw a 18.5 percent increase, with sales of 25,008; and the Envision saw a 39.4 percent increase, with sales of 8,088.

Bolt EV sales roses 22.3 percent, going from 3,949 in the third quarter of 2018 to 4,830 in the third quarter of 2019.

Not all the sales news was good, however. Sales of the

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Truck Wars Heat Up, Ram Passes Silverado

by TOM KRISHER
AP Auto Writer

DETROIT – Fiat Chrysler's Ram pickup unseated General Motors' Chevrolet Silverado as the second-best selling vehicle in the U.S. during the first nine months of the year.

With a United Auto Workers strike underway that has shut down GM's pickup production, the Ram likely will beat the Silverado for the full year for the first time, according to auto sales experts.

At the end of September, the Ram had a lead of nearly 52,000 vehicles, according to company sales figures released Oct. 2. So far this year, U.S. buyers snapped up 461,115 Rams, an increase of 23 percent over the same time last year. GM sold 409,316 Silverados during the first nine months, down 3.6 percent from a year ago.

Ford's F-Series pickup remained the most popular vehicle in America with 662,574 sold

through September, down 2.4 percent from a year ago.

Full-size pickup trucks from the three traditional Detroit automakers are usually the top selling vehicles in America, which loves pickups. Although the places change at times on a monthly basis, normally Ford is the winner, followed by the Silverado and the Ram.

But about 49,000 GM union workers, including those who build both light- and heavy-duty pickups, went on strike Sept. 16, halting U.S. pickup truck production at factories in Fort Wayne, Ind., and Flint. On Oct. 1, a pickup plant in Silao, Mexico, had to close due to a parts shortage

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While still a strong seller, the Silverado is no longer in second place.

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GM, UAW Still Have No Labor Deal

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who also didn't want to be IDed because talks are confidential, and did not know the status of other provisions that were being discussed Oct. 2.

Among the union's big problems with the Sept. 30 offer is a provision requiring temporary workers to be employed for three uninterrupted years before they automatically become full-time. It's unlikely the workers would not be laid off in three years, making it almost impossible to reach full-time status, the person said. Full-time workers on the picket lines say they want to see temporary workers get permanent jobs.

For workers who were hired before 2007, the Sept. 30 offer includes 2 percent raises in 2020 and 2022, as well as a 2 percent lump sum payment in 2019 and 3 percent in 2021. Workers also would get an \$8,000 ratification bonus, and a cap would be lifted on profit-sharing.

Full-time workers hired after 2007, who now are paid less than older workers, would get the same profit-sharing and ratification bonuses. But they wouldn't get pay raises other than the steps on the pay scale negotiated in the last contract, the first person said of the Sept. 30 offer. Those who have reached the maximum pay rate of \$28 per hour would get a 2 percent lump sum payment in 2019 and 3 percent in 2021. But the union wants new hires to eventually make as much as older production workers who are paid \$30 per hour.

Although the company promised uncapped profit-sharing, the Sept. 30 offer proposed shifting money from annual quality bonuses and other payouts to fund any increase, the first person said.

GM also kept its offer to build an electric pickup truck at a plant in Detroit that it had planned to close, and to build an electric vehicle battery factory run by a joint venture somewhere in the area of Lordstown, Ohio, where GM also wants to close a factory, the person said.

Cornell's Wheaton said both sides are haggling over labor costs that amount to less than 5 percent of the sticker price of a car, so he said he sees room for both sides to bargain. Bargainers for both sides know they have to come up with a deal that will be ratified by members who will want a payoff for going on strike, Wheaton said.

On the picket lines, members have said repeatedly that they want a bigger share of the more than \$30 billion in profits that GM has made during the past five years. But GM wants to cut labor costs so they are closer to those at U.S. factories run by foreign OEMs, mainly in the South.

Workers earn \$250 per week in strike pay while they're on the picket lines, about one-fifth of what they normally make. But industry analysts say GM is losing more than \$80 million a day.

Art Van Marketing Moves Connect with Community

by Jim Stickford

Art Van Furniture will be officially celebrating its 60 years of being in business at a special gala on Oct. 24, and as part of that celebration, the company will be donating the proceeds of the ticket sales to Beaumont Children's Hospital and Children's Miracle Network.

The Gala is part of a larger marketing and charity campaign that was launched Art Van's corporate headquarters last week.

The campaign's motto is "Inspiration Lives Here" and aims to brand the furniture store in the minds of its customers, said Art Van spokeswoman Diane Charles.

"Our customers have inspired us to give our best for six decades," said Gary Fazio, Art Van CEO. "We give them the best shopping experience and products in our stores, and we give our best to their communities through our meaningful, impactful charitable initiatives."

So as part of the new Inspiration campaign, every one of the 77 Art Van stores located around Michigan and the Midwest are accepting nominations for local unsung heroes who donate their time and efforts to make their communities a better place, said David Van Elslander.

The 77 stores will pick one nominee and award that person a \$1,000 gift card for furniture. Additionally, six of those 77 winners will receive \$5,000 for a home makeover.

"Inspiration is everywhere; in our homes, at our workspaces, and in our community," David Van Elslander said. "It's the small acts of kindness that make such a big difference, like lending a hand, eliciting a smile or donat-

ing one's time. We hear stories every day in our showrooms about wonderful people, and this is our way of thanking them."

Charles said that Art Van will also be distributing \$250,000 in grants to 10 different organizations next month. The money was raised through the 2019 Art Van Charity Challenge.

The official nominating process for the "Inspiration Lives Here in Our Community" gift cards began on Sept. 24 and ends on Oct. 14, Charles said. The winners will be selected by store staff who will review the nominations that were made at their individual stores.

Gary Van Elslander, Art Van's chairman of the board and son of founder Art Van Elslander, said his father took to heart the admonition that to whom much is given, much is expected.

Which is why his father support efforts like water to Flint and aid to hurricane victims in Haiti and supporting Detroit's Thanksgiving parade.

"He walked the talk," Gary Van Elslander said. "So this new campaign looks to the future to serve a new generation of customers in Michigan and the Midwest."



Gary Van Elslander talking about Art Van's philanthropic efforts.

The 60th anniversary Gala will take place on Thursday, Oct. 24, at the company's Warren showroom, 6500 East 14 Mile Road in Warren.

Singer Andy Grammer will be the main performer. Tickets are \$75 a piece. That includes cocktails, food and dancing.

Truck Wars Heat Up as Ram Passes Chevy

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caused by the strike, cutting all GM pickup production.

Both sides in the contract dispute are exchanging proposals, but there's no end in sight for the strike, which is now in its 17th day.

"At the current rate, it does not seem likely that the Silverado will be able to make up the sales it needs to overtake the

Ram pickup," said Zo Rahim, manager of economics and industry insights for Cox Automotive.

The Ram has had strong retail sales and has performed well with commercial fleet buyers, Rahim said.

Gernal Motors said its pickup sales are down this year because it ran short of inventory as it switched factories over to make new versions of the com-

pany's light-duty and heavy-duty models.

The company says Silverado retail sales to individual buyers are strong. Excluding sales to rental companies and other fleet customers, the Silverado and the GMC Sierra pickup, also made by GM, outsell Ford and Fiat Chrysler full-size pickups, the company said.

Overall, GM's sales are down just under 1 percent for the year.



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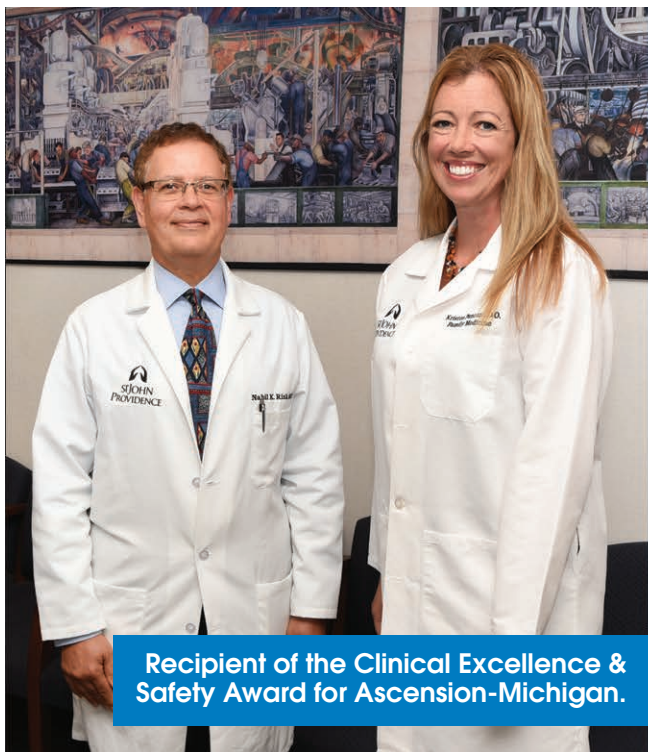
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Kettering Education Built on School Heritage

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mills and the first auto factory in the city was originally a wool mill. With all the people flooding into Flint to get into the auto industry, the founders recognized that talent would be a gating item and the key to growth would be the development of that talent.”

If that sounds familiar, McMahan said, it’s because people are saying the same things today about the development of computer technology.

Back in those days, there were great industrial companies and organizations, McMahan said. These groups had a huge impact on how the auto industry developed. In 1901, the Flint Vehicle Factories Mutual Benefit Association (FVFMBA) was established by manufacturers in the Flint area. The Association provided benefits to workers in the event of sickness, injury or death, and was funded by contributions from their paychecks.

In 1915, the Industrial Fellowship League (IFL) was founded by Charles Stewart Mott, with Walter P. Chrysler as chairman. The League offered workers recreational and educational activities. In 1922, the FVFMBA and the IFL merged to form the Industrial Mutual Association (IMA) of Flint.

Part of what the organization that would become the IMA did was decide to create a training center that would develop the talent the growing car industry would need. Thus the Flint Institute of Technology was founded back in 1919.

“That’s where Charles Kettering came in,” McMahan. “He was from Dayton, Ohio, and had done a lot of things in his life. Before he came to Flint, he was at the University of Cincinnati and learned a lot there. When he founded the school, he based it on a specific model.”

That model requires students to be taught both theory and to put that theory into practice by working in industry as a matter

of course, while attending the school.

“So the school year is divided up into four 12-week terms,” McMahan said. “In one term, students will learn, say mechanical engineering. The next 12-week term they will take what they’ve learned and work at an actual company and find out how that knowledge is applied in the real world.”

Basically the school treated the application of knowledge as important as the acquisition of knowledge, McMahan said. Half the time students would be in the classroom and half the time out working for a real corporation doing a real job.

When General Motors first got started, the company was really a kind of holding company that managed many different auto brands and other manufacturing interests, such as Frigidaire.

The powers-that-be at GM began to notice that a lot of their engineering talent was coming from one place – the Flint Institute of Technology, so the company acquired the school and ran it in 1926 and ran it as the GM Institute until 1982.

It was something of an anomaly. It was a fully-recognized university, but run by a private corporation, McMahan said. And all through GM’s tenure the model of teaching that began with Charles Kettering remained.

In 1982 it became a private not-for-profit university and was no longer owned and operated by GM.

“And we kept that original educational model,” McMahan said. “We still provide the auto industry with a lot of talent, but the school has also branched out and offers programs in medicine, aviation, venture capital computer technology, logistics, to name just a few of our majors.”

And McMahan said people would be hard pressed to find a Fortune 100 company that didn’t a couple Kettering Alumni in the C Suites.

“The head of Old Navy, Sonia Syngal, is a Kettering Alumna,” McMahan said. “Mary Barra graduated from here. The Silicon Valley venture capitalist Bob Kagle serves on the board of eBay and was born in Flint. He graduated from the school back when it was the GM Institute. He funds a scholarship program that one-on-one mentoring for students from Flint. We now have graduates from the school working across a host of industries.”

From the beginning Kettering’s goal has been to develop talent. As technology has changed, the school has adapted to keep up with the times, but the goal and methods have remained the same, McMahan said.

Kettering has become one of the biggest feeder schools to the Harvard School of Business.

“I’ve taught at Duke and Harvard,” McMahan said. “I’ve never seen students there as focused and on point as the students at

Kettering. The average Kettering graduate gets at least four job offers upon graduation. This is an environment where most schools are lucky if 50 percent of their graduates get one job offer.”

Kettering has students from 35 states and more than 20 countries, McMahan said. But like most schools it recruits most heavily from areas close to home.

In this case, that means the Great Lakes states, which include Michigan, Ohio, Indiana, Illinois, Wisconsin and even New York, which borders the shores of Lake Ontario.

As to the future, Kettering will remain a STEM school, McMahan said.

“I expect we’ll remain true to our roots,” McMahan said. “There are no plans to make Kettering a comprehensive university. I see our future as bright and our educational model as more relevant than ever.”

Warren Library Hosting State Police Lecture

The Warren Public Library will be hosting a special event in October aimed at entertaining and educating the public, said Warren Librarian Paul Konkolesky.

On Thursday, Oct. 10, from 6 - 7:30 p.m. members of the Michigan State Police will be at the conference room next to the Civic Center branch of the library to talk about human trafficking.

“Trafficking in persons is a serious crime and a grave violation of human rights. Every year, thousands of men, women and children fall into the hands of traffickers, in their own countries and abroad,” Konkolesky said.

Officers will give an overview of how this is becoming a growing local problem.

Space for the event is limited, Konkolesky said. To reserve a spot, call 586-751-0770.





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Michigan Airports Get Federal Funds

ROMULUS, Mich. (AP) – The Federal Aviation Administration says Michigan airports are getting \$39.6 million for improvements.

Transportation Department Secretary Elaine Chao recently announced recipients of the grants, which are part of nationwide Airport Improvement Program funding.

The grants include \$12.4 million to Detroit Metropolitan Airport for taxiway reconstruction; more than \$403,000 to Willow Run Airport for snow removal equipment; and more than

\$862,000 to Delta County Airport for taxiway rehabilitation, lighting, an emergency generator, and a rescue and firefighting vehicle.

Others include \$1.1 million to Sawyer International Airport for building expansion and utilities construction; \$300,000 to Muskegon County Airport for an emergency generator and airport study; and nearly \$44,000 to Pellston Regional Airport to remove non-hazardous obstructions.

The Michigan State Block Grant Program will get \$24.5 million for development projects at non-primary airports.

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Ford's Plastic Metal Hybrid Bumper a Hall of Fame Idea

It is a hall-of-fame idea. So Ford's first Plastic Metal Hybrid (PMH) front end structure was used on the 1999 C170 Ford Focus GOR.

This PMH was named to the Automotive Division of the Society of Plastics Engineers (SPE), said Teri Chouinard, spokeswoman for SPE.

The accomplishment will be celebrated at the 49th annual SPE Automotive Innovation Awards Competition and Gala, scheduled for Nov. 6. The event will be held in Burton Manor in Livonia.

This is the oldest and largest competition of its kind in the world.

Dozens of teams made up of OEMs, tier suppliers, and polymer producers submit nominations describing their part, system, or complete vehicle and why it merits the claim as the Year's Most Innovative Use of Plastics, Chouinard said.

This annual event typically draws over 800 OEM engineers, automotive and plastics industry executives, and media. As is customary, funds raised from this event are used to support SPE educational efforts and technical seminars, which help educate and secure the role of plastics in the advancement of the automobile.

Ford's PMH is being honored because the plastic-metal front end structure, made with Durethan BKV30H2.0 (30 percent glass filled PA6/heat stabilized) resin from LANXESS (formerly Bayer from 1999-2004) with a steel insert enabled a 40 percent weight reduction, 30 percent cost reduction, high function integration with reduced process steps, higher accuracy and quality, and higher load capacity compare to a 100 percent steel structure.

To be considered for a Hall of Fame Award, an automotive plastic or composite component must have been in continuous service in some form for at least 15 years and broadly adopted in the automotive industry, Chouinard said.

This application certainly qualifies as there have been more than 70 applications and 70 million manufactured parts to date worldwide.

The companies involved in developing the first PMH front end application include: OEM - Ford Motor Co.; System Supplier - Visteon; Molder/Processor - Visteon; Toolmaker - Misslbeck; and Material Supplier - LANXESS (formerly Bayer), Chouinard said. Boris Koch is the inventor and designer of the PMH innovation with Bayer/ LANXESS and Dr. Hubert Goldbach is the inventor and designer for the PMH innovation with Bayer.

The LANXESS PMH technology combined the great design freedom, good flexibility and low density of glass filled PA 6 with the high strength, stiffness and low thermal expansion of metal, Chouinard said.

This thermoplastic and metal integration enabled a part with higher load capacity compared

to sheet metal profiles, higher torsional stiffness compared to open sheet metal profiles, higher precision in production and use, and higher integration of functional elements.

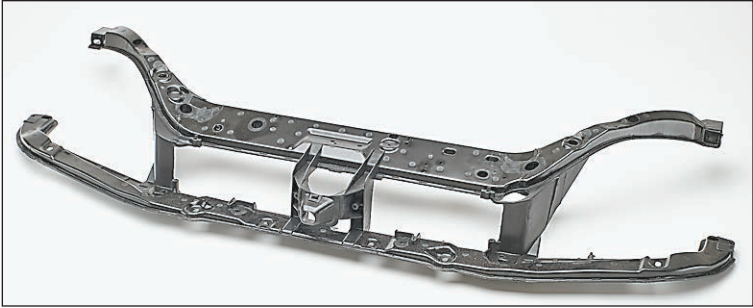
Key design features include an injection molded rib structure, in the thin wall metal sheet profile, with form closure grips, lay-on surfaces, overmolded edges and supporting ribs on the outside of the profile (providing a mechanical adhesion) resulting in improved part strength and support.

Other key design features, enabling a mechanical connection of the thermoplastic and metal structures, include: conical piercing in the sheet metal creating ports for the thermoplastic ribs to be secured; fixing area at sheet metal flange for the thermoplastic ribs to snap in place; and the thermoplastic rib structure providing additional strength and support inside the metal profile, Chouinard said.

The LANXESS PMH front end structure technology permitted the integration of features (piercings in the metal for connecting 21 different parts to the structure) in a single operation greatly improving production efficiency, cost effectiveness, and part performance.



This 1999 Focus was the first car to have a plastic metal hybrid bumper.



This PMH bumper will be honored by the Society of Plastic Engineers.

Musk Says Tesla Will Meet Its 2019 Goals

SAN FRANCISCO (AP) – Tesla's electric car sales accelerated again during the summer, but the company is still lagging behind the pace it needs to reach CEO Elon Musk's goal for the entire year.

The company delivered 97,000 vehicles from July through September, more than in any other three-month period in its history. The performance increased Tesla's sales for the first nine months of the year to nearly 255,000 cars.

That means it will need to deliver about 105,000 vehicles during the final three months of the year to hit the low end of Musk's sales target of 360,000 to 400,000 cars for all of 2019.

The third-quarter sales numbers announced Wednesday fell below average estimate of 99,000 vehicles among analysts polled by FactSet.

Tesla's stock dropped 4 percent to \$233 after the numbers came out.

Investors also are wondering if Tesla's steadily rising numbers will translate into the profits that have mostly eluded the company Musk co-founded 16 years ago.

Tesla's lowest-priced car, the Model 3 sedan, remained by far the company's top seller during the third quarter, accounting for nearly 80,000 of the vehicle deliveries.

That's good news in the sense that it shows Tesla is able to make an electric car with a starting price of \$35,000 that appeals to a mass market car-buying public.

But it's not clear whether Tesla

can make money on a car sold at that price, something that could extend the con long history of losses even as it sells more Model 3s.

The Palo Alto, California, company has sustained more than \$6 billion in losses since its inception, but Musk has repeatedly promised during the past year that Tesla would soon be on financial solid ground.

It posted losses of more than \$1 billion during the first half of this year. In July, Musk assured financial analysts Tesla would be "around break even" in the July-September period before turning a profit during the year's final quarter.

Tesla is expected to release its financial results for the third quarter late this month or early next month.

Germany Holds Open Court On Dieselgate

BERLIN (AP) – A German court opened proceedings Sept. 30 in a landmark case in which some 470,000 consumers aim to establish a right to compensation from automaker Volkswagen for cars affected by the company's diesel emissions scandal.

The case, brought by the Federation of German Consumer Organizations on behalf of diesel owners, uses rules enacted last year that allow a form of class-action suit.

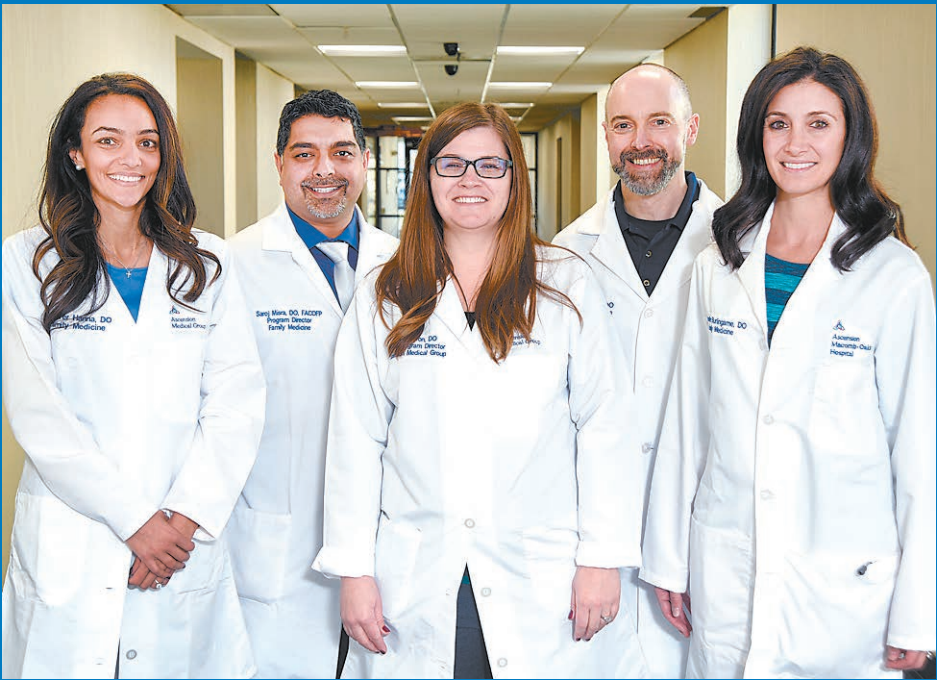
The new system was prompted in part by the scandal over Volkswagen's use of software to turn emissions controls off when vehicles weren't being tested, which was discovered in 2015.

The Braunschweig state court declared the suit admissible as proceedings opened, news agency dpa reported, but suggested that the plaintiffs have plenty of work to do to prove their case.

Presiding Judge Michael Neef suggested that the two sides could consider a settlement, saying that "a settlement is very difficult, but possible." Volkswagen has said it is hard to imagine in this case.

Neef said his court would have to consider whether vehicle owners suffered damage from the emissions-cheating software itself or from bans subsequently imposed on driving older diesel cars in some areas. The cars continued in most cases to be used, he noted.

The proceedings in Braunschweig, which encompass cars made by the VW brands fitted with EA 189 diesel engines that were bought after Nov. 1, 2008 and later affected by a recall, are meant to establish only whether the company acted illegally.



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Sedans Make a Small Comeback in Third Quarter Sales

CONTINUED FROM PAGE 1

Chevy Colorado declined 9.5 percent in the third quarter of 2019, dropping to 31,657. Sales of the Chevy Tahoe dropped 9.1 percent, with sales of 26,308 in the third quarter of 2019.

Sales of the GMC Terrain declined 15.9 percent, going from 27,428 in 2018 to 23,058 in 2019.

FCA US announced three sales records for the third quarter as a new generation of shoppers snapped up muscle cars and a strategy of premium technology and interior upgrades attracted new heavy-duty truck buyers. The Jeep Wrangler notched a record quarter as well on the back of new limited-edition models.

Sales of the Wrangler rose 3 percent, with 59,035 in 2019,

compared to 57,459 in the third quarter of 2018. Sales of the new Jeep Gladiator continued to be strong, with sales of 16,132. Sales of the Jeep Grand Cherokee saw an 8 percent increase, with sales of 61,768 in the third quarter of 2019.

Sales of the Jeep Cherokee, on the other hand, saw a 21 percent decline, with sales of 52,139. Sales of the Jeep Compass saw a 22 percent decline, with sales of 35,158.

Sales of the Chrysler Pacifica saw a 24 percent decline, with sales of 21,697, down from 28,571.

Sales of the Dodge Journey dropped 32 percent, going from 24,924 in the third quarter of 2018 to 16,965 in 2019.

Sales of the Dodge Charger saw a 46 percent increase during the

third quarter, going from 17,902 to 26,060. Dodge Challenger sales increased 21 percent, going from 14,946 to 18,031.

Ford reported a total sales decline of 4.9 percent for the third quarter. SUV sales dropped 10.5 percent and car sales dropped 29.5 percent. Truck sales, on the other hand increased 8.8 percent.

“As planned, this year is a transitional one for Ford as we move from our sedan lineup to an all-new winning portfolio of trucks and SUVs. Ranger sales continue to accelerate and the all-new Explorer and Escape are hitting dealer showrooms now. Our truck, van and commercial business continued to be strong in the third quarter, with record van sales and continued F-Series sales leadership,” said Mark La-

Neve, Ford vice president, U.S. Marketing, Sales and Service.

Sales of the F-Series truck dropped 6 percent, going from 227,880 to 214,176. The new Ranger saw its first third quarter sales reach 26,211. Transit vans saw a 25.2 percent sales increase, reaching 43,876.

Ford Fiesta sales increased 31.9 percent, hitting 14,717, up from 11,159. Mustang sales dropped 12.3 percent, with 16,823.

Sales of the Edge were 36,660, up from 18.7 percent compared to 30,890 in 2018. Ford Explorer sales, on the other hand, dropped 48 percent, with sales of 31,546, compared to 60,611 in the third quarter of 2018.

For 2019, total vehicles sales as of the third quarter is 1,820,836, down from 1,887,625 in 2018.

DTE, Automakers Working Toward Zero Emissions

DETROIT (AP) – DTE Energy announced Oct. 3 that it hopes to reduce its carbon emissions to net zero by 2050, building on its previous pledge to cut emissions in half by 2030 and by 80 percent in 2040.

The Detroit-based utility said it will remove its Belle River Plant by 2030 and its Monroe Power Plant by 2040. By 2022, the company will replace the St. Clair County coal plant with natural gas, cutting carbon emissions at that facility by 70 percent.

“Additionally, we will work with policymakers to advocate for focused research on carbon offsets, high-volume storage and carbon capture technologies,” DTE Energy CEO Jerry Norcia said in a statement.

Skiles Boyd, the company’s vice president of environmental management and resources, said it would take technological and legal breakthroughs to achieve net zero emissions. But he said the company made the announcement because “it’s important to try to be a leader in our industry.”

“If we just did it quietly, people wouldn’t know,” Boyd said.

The estimated cost of the plan is unclear.

Nearly 10,000 customers have signed up for DTE’s MiGreen-Power, which allows them, for a cost, to source more of their energy from renewables than from traditional sources. The sliding scale is between 17.5 percent and 100 percent.

Ford Motor Company, General Motors, the Detroit Zoo and the University of Michigan are among the high-profile clients who are participating in the program.



2019 Ford Fiesta



2019 Dodge Charger

GM Adding Alexa Technology to Company’s 2020 Vehicles

CONTINUED FROM PAGE 1

“GM’s updateable app framework and vehicle connectivity lets us provide customers with new technologies that enhance the ownership experience, even to customers with vehicles that are already on the road,” said Santiago Chamorro, vice president for Global Connected Services, GM. “Bringing the Alexa experience to our vehicles is an example of how we are listening to our customers’ feedback, and offering them the voice technology of their choice.”

Chamorro said drivers can enjoy Alexa by using simple voice commands, all while keeping their eyes on the road and their hands on the wheel: Check the news, control smart home devices like lights or thermostats, add items to their shopping cart,

and access tens of thousands of Alexa skills. Additionally, GM is delivering several categories of Alexa features that expand on the in-vehicle experience, including:

- Navigation – Ask Alexa to get directions to a specific address or point of interest, such as a vehicle dealer, or just ask for nearby coffee shops. Alexa seamlessly integrates with compatible, embedded navigation systems in the vehicle or available OnStar Turn-by-Turn navigation using natural language.
- Media – Ask Alexa to play a specific song, artist, genre, or station, as well as audio books or podcasts. Alexa can fulfill the request by bringing up available streaming services.

- Calling – Drivers can ask Alexa to call friends and family using their voice when they pair their phone via Bluetooth and share their contacts with Amazon.

“Customers already love using Alexa at home, and soon they can bring her with them on the go, whether they’re looking for a new car or own a compatible Chevrolet, Buick, GMC or Cadillac vehicle already on the road,” added Ned Curic, VP of Alexa Auto at Amazon. “We’re thrilled to be working with GM to help their customers stay more connected, more entertained, and more productive.”

This integration represents the latest collaboration between GM and Amazon. In 2018, GM launched in-car delivery with Key by Amazon and a series of Connected Car skills

for Alexa, available on millions of eligible Chevrolet, Buick, GMC and Cadillac vehicles in select cities. More information about how customers can set up Alexa will be shared closer to launch.

New Ride-Share Company to Test Locally

Zoom Ride, a new ride-share service is launching its first national test, and the bosses have chosen metropolitan Detroit market as the site of that test.

Prospective drivers were invited to hear about the new company during an Oct. 2 meeting, said Zoom Ride spokeswoman Jennifer Foster.

Zoom Ride is expected to begin providing services in early January 2020, Foster said. Detroit will be the first market to test the new ride-share service that will be launched in five U.S. cities in the first year.

Zoom Ride will be in direct competition with Uber Technologies and Lyft Line, and founders Bilal Hashwi, chairman, Basel Yasin, CEO say the company will fill gaps in the current ride-share marketplace by improving customer and driver safety and increasing income for drivers.

“Metro Detroit is an excellent market to test our ride-share service where there is so much room for expansion,” Yasin said. “A 2018 study showed that 35 percent of Americans now use ride-sharing – up 240 percent in three years.

“The ride-share market is expecting a 10 times increase in the

next decade especially in areas like Detroit where services are underutilized. Currently 67 percent of the Detroit market has never used a ride share. Los Angeles, Atlanta and Chicago drivers have seen the largest growth in rider services and increases in driver wages.”

In the Oct. 2 meeting, prospective drivers reviewed the results of a driver focus group that helped to determine driver needs and empowerment within the marketplace with specially designed payment schedules, benefits, call center support and bonus perks.

Unique driver and customer safety programs will be key to Zoom Ride’s success, Foster said.

The Zoom app has more than 10 functions that are not available by its competitors, Foster said.

For instance, the app will display photos of both the driver and the passenger as an additional safety precaution.

Work is underway to use video monitoring in vehicles and based on requests from women passengers there will be an opportunity for women to request a female driver for added comfort and security to the vehicle’s passenger.

Elite services including programs for the elderly and children are expected to be added Zoom Ride’s offerings in the first 12 months of the company’s service as well.


“There are many reasons Zoom Ride will thrive in the industry. The uniqueness of our services and safety measures supersedes what is currently offered in the market. Zoom Ride will change local residents’ views of ridesharing and be a lifestyle choice for metro Detroiters in the future.” Hashwi said.

Hashwi brings a great deal of automotive experience to Zoom Ride, Foster said.

He is a former benchmarking program manager for Ford Motor Company and was also a senior engineer at the auto supplier Magna International.

He has also worked for Delphi Automotive and Visteon. Yasin, former head of Panasonic Qatar NAS Group, has also served as manager at LG Electronics Levant and product manager for LG Electronics Saudi.

Zoom Ride is headquartered in Dearborn, and can be found online at MyZoom Ride.com, Foster said.





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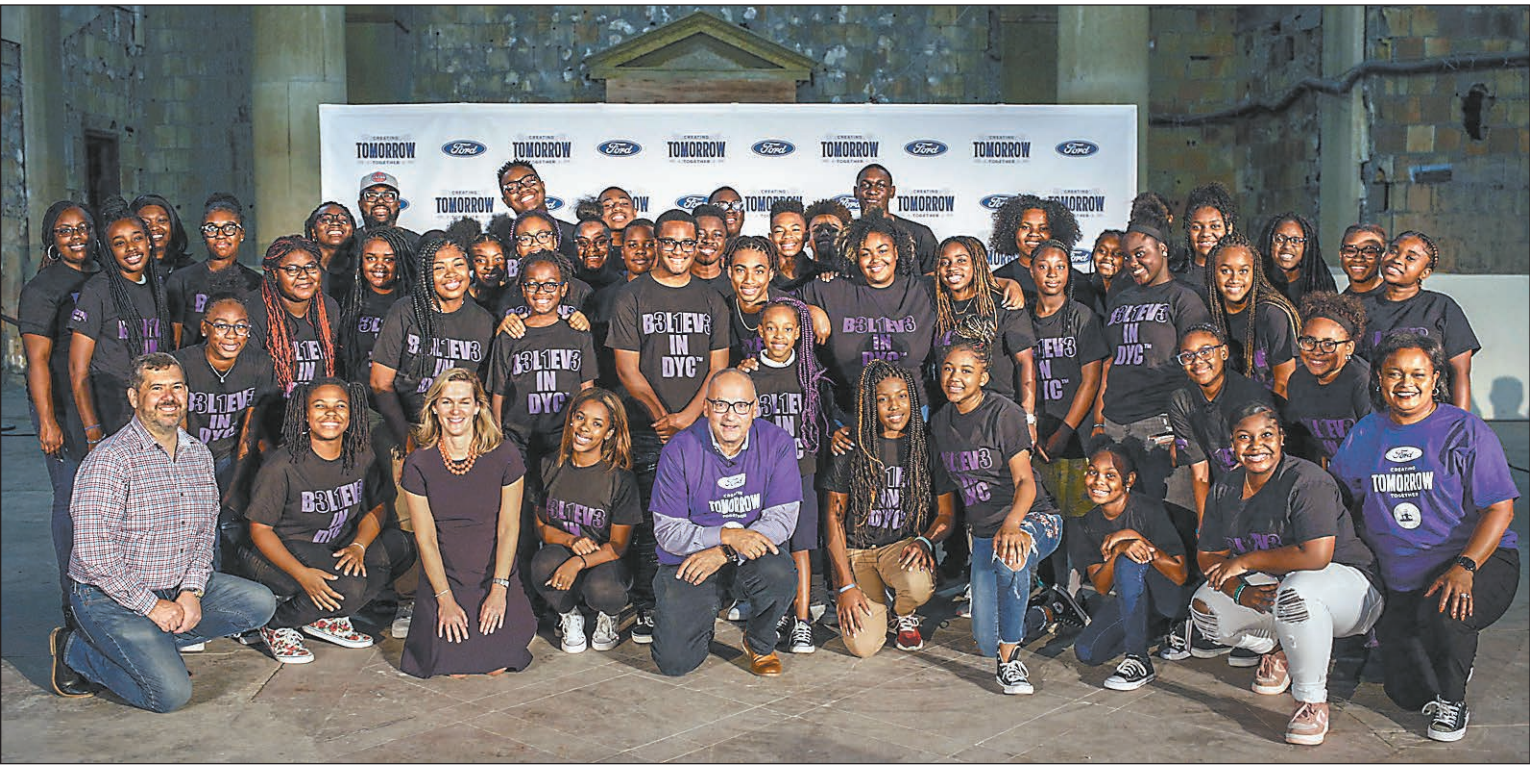
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Students in the Detroit Youth Choir recently finished second in “America’s Got Talent” and have received a \$1,000 scholarship from Ford.

Ford Gives \$1,000 Scholarships to Detroit Youth Choir Singers

Sometimes something so great happens that a company can’t help but sing the praises of the people involved.

One week after its award-winning performance on “America’s Got Talent,” the Detroit Youth Choir received more good news from Ford Motor Company, said Ford spokeswoman Stefanie Dunham.

Following a special rehearsal in the historic Michigan Central Station, Ford Motor Company Fund, the company’s philanthropic arm, presented each student in the 52-member choir with a \$1,000 scholarship. Ford also donated a 15-passenger Transit van to help meet the singing group’s mobility needs, including transportation of individual members to and from rehearsal and community events, Dunham said.

“We share the pride and excitement of Detroiters everywhere in recognizing these remarkable and talented young people,” said Jim Vella, president, Ford Motor Company Fund. “We’re thrilled to be able to help them not only with their transportation challenges, but also the next chapter of their lives.”

The Detroit Youth Choir drew a national following with its summer-long series of energetic performances on the NBC talent show. They narrowly missed out on the \$1 million first prize, earning second.

The Detroit Youth Choir was founded in 1996 and is a nonprofit organization that serves young people with music education, dance and theatrical arts, Dunham said.

Feds Fine FCA For Putting Out Misleadings Sales Reports

DETROIT (AP) – Fiat Chrysler is paying \$40 million to settle with U.S. securities regulators who say the automaker misled investors by overstating its monthly sales numbers over a five-year period.

The Italian-American company inflated sales by paying dealers to report fake numbers from 2012 to 2016, the U.S. Securities and Exchange Commission alleged in a complaint.

Fiat Chrysler agreed to pay the civil penalty and to stop violating anti-fraud, reporting and internal accounting control regulations, the SEC said Sept. 27 in a statement. The automaker did not admit or deny the agency’s allegations, the statement said.

“This case underscores the need for companies to truthfully

disclose their key performance indicators,” Antonia Chion, associate director in the SEC’s Enforcement Division, said in the statement. She noted that the new vehicle sales figures give investors insight into the demand for an automaker’s products, a key to assessing the company’s performance.

Fiat Chrysler said it has reviewed and refined its sales reporting procedures. It said the payment will not have a large impact on its financial statements.

The agency said the automaker boasted about a streak of year-over-year sales increases well into 2016, when the streak actually was broken in September of 2013.

When the company disclosed the sales scheme in 2016, it said that it had a “reserve” stock of

cars that had been shipped to big fleet buyers such as rental car companies but not recorded as sales.

The SEC said employees called this database of actual but unreported sales the “cookie jar.” The company dipped into those sales to stop the streak from ending, or when it would have missed other sales targets.

Fiat Chrysler said it now records sales as soon as vehicles are shipped to customers. It has also take steps to ensure that a sale is immediately subtracted from its books when it finds out the deal was scuttled because the buyer backed out or couldn’t get financing.

The SEC probe is another in a long string of legal troubles for Fiat Chrysler. It also faces federal

investigations into illegal payments to union officials through a training center, and a criminal probe into allegations that its diesel-powered trucks were programmed to cheat on emissions tests.

The company has denied cheating, but federal prosecutors charged an engineer earlier this week and said he conspired with others.

In June, Fiat Chrysler’s U.S. sales chief sued the company alleging that it withheld 90 percent of his pay package because he testified in the SEC’s inquiry into its sales reporting.

Reid Bigland alleged that Fiat Chrysler violated Michigan’s Whistleblower Protection Act, retaliating against him because of his testimony.

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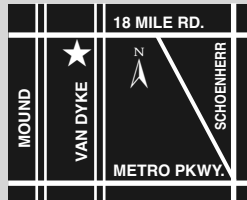
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