



2017 Chevrolet Trax

## February GM Sales Show Some Strength

At a time when auto sales in general are flat or even down, GM has posted gains in sales volume and market share.

Record sales of crossovers, large SUVs and pickups in February drove General Motors' retail market share up more than one-half percentage point versus a year ago, said GM spokesman Jim Cain.

Average transaction prices, which reflect what customers pay after sales incentives, also set a February record, Cain said. "Our retail-focused go-to-market strategy is delivering ro-

bust results," said Kurt McNeil, U.S. vice president, Sales Operations. "All of our brands grew their average transaction prices by healthy amounts, and we delivered solid growth in the industry's fastest-growing and most profitable segments."

February Highlights (vs. February 2016):

- GM's total sales were up 4 percent to 237,388 units compared with an estimated 1 percent decline for the industry. This equates to a market share of 17.5 percent, an increase of 0.9 percentage points.

- Retail sales totaled 188,715 units, up 5 percent, compared with a flat industry. This equates to a market share of 17.7 percent, an increase of 0.7 percentage points.

- GM's average transaction prices (ATPs) rose \$570 per unit to \$34,900, a February record. Three years of J.D. Power PIN data show that GM has led the industry in ATPs in 35 of 36 months through February.

GM internal data shows that incentive spending was essentially

CONTINUED ON PAGE 2

## Tech Center's IT Staff Donate Time, Blood

by Jim Stickford

Sometimes seeing red isn't a bad thing. Just ask the folks at the GM Tech Center's Cadillac Building.

Employees who work in the Cadillac Building held a Red Cross blood drive on March 2.

"This is the first blood drive we've held for 2017," said blood drive organizer Laurie Sweeney, who is an executive administrator for the directors who work in the building. "We hold drives quarterly. I've been the organizer since 2012. I can't even remember how I got the task. But I'm a big advocate for the tenants in

the building and I like to make things happen."

And Sweeney said that she especially likes to make things happen for a good cause.

"The Red Cross always needs blood," Sweeney said. "It's great to help those in need and now that it's tornado season, the Red Cross really needs blood."

Sweeney said she and her colleagues have been working with the Red Cross so long that setting up an individual blood drive is routine.

"The process goes smoothly," Sweeney said. "The Red Cross contacts me and sets the schedule for the year. I get the room

ready where the blood will be donated the day for a particular blood drive. They come in and set up their equipment."

Sweeney sends out an announcement shortly before the actual drive and people can sign up to make a donation.

What's interesting, Sweeney said, is that it's done electronically these days. In the announcement, there's a code specific to the Cadillac Building blood drive. People interested in donating visit the Red Cross Web page and input the code and sign up for what time they would like

CONTINUED ON PAGE 2



Durrett after donating a pint of blood to the Red Cross.



Cadillac tech makes setting personal preferences easier than ever.

## Cadillac Makes Customizing Personal Preferences Easy

Technology now makes it possible for a car to be tuned to tastes and preferences of the driver.

On Feb. 21 Cadillac unveiled the next-generation Cadillac user experience system, which offers a more personalized, intuitive interface.

Cadillac spokesman Steve Martin said the new technology will debut in the Cadillac CTS, beginning with the 2017 interim model year, arriving at U.S. dealerships during the first quarter.

Cadillac plans to include the system in XTS and ATS sedans with the start of 2018 model year production. Cadillac's other product lines are scheduled to adopt the system in future model years, Martin said.

The next-generation Cadillac user experience is a dynamic platform that can be adjusted over time to meet a customer's evolving connectivity needs, leveraging the cloud to enable personalization, available connected navigation, and applications through the Collection app

store, Martin said.

With functionality that applies popular apps and smartphone practices in the vehicle, the new user experience system provides customers with easier access to the most common features, Martin said. The more intuitive operation includes a Summary View in which all key applications – climate, audio, phone and navigation – are displayed on one screen.

"Cadillac pioneered connectivity by bringing OnStar to market, and more recently we became the first luxury brand to enable Apple CarPlay and Android Auto across our product line," says Richard Brekus, Cadillac director of product strategy. "We have worked to improve overall system response in recent years, and now this next-generation user experience system delivers more improvements, focused mainly on intuitive control."

My Driver Preferences are personalized, cloud-based profiles

CONTINUED ON PAGE 4

## Chrysler Sees Monthly Ram Sales Increase

Fiat Chrysler reported U.S. sales of 168,326 units, a 10 percent decrease compared with sales in February 2016 (187,318 units).

In February, fleet sales of 44,898 units were down 26 percent year over year as Fiat Chrysler continues its strategy of reducing its sales to the daily rental segment, said Fiat Chrysler spokesman Ralph Kisiel. Fleet sales represented 27 percent of total company sales in February. Fiat Chrysler retail sales of 123,428 units were down 3 percent for the month, and represented 73 percent of total February sales.

Ram Truck brand sales were up 4 percent in February, compared with the same month a year ago, Kisiel said. Three Jeep brand vehicles topped February sales from a year ago, including the Jeep Renegade with an 11 percent increase. Sales of the



2017 Dodge Journey

Jeep Grand Cherokee, the brand's volume leader in February, were up 11 percent as well.

Three Dodge brand vehicles recorded year-over-year sales increases in February led by the

Dodge Journey's 55 percent sales gain. Sales of the Fiat 500 and the new Chrysler Pacifica minivan were up year over year as well.

CONTINUED ON PAGE 2

## Ford Feeds Demand for Trucks and SUVs

Overall Ford Motor Company U.S. sales totaled 208,440 vehicles in February.

The represents a 4 percent decline versus a year ago, said Ford spokesman Erich Merkle.

Retail sales of 134,576 vehicles decreased 3 percent, while fleet sales were down 5 percent, with 73,864 vehicles sold. The fleet decline reflects a strong year-ago comparison, with customer orders front-loaded in early 2016.

Overall car sales were down 24 percent, while customers continue to shift to trucks and SUVs.

Ford brand SUV sales totaled 68,820 vehicles – record February



2018 Ford Expedition

CONTINUED ON PAGE 4



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**Trucks and SUVs Dominate Chrysler Sales**

CONTINUED FROM PAGE 1

Sales of the Ram pickup truck increased 5 percent year over year in the month. The brand introduced new special-edition Night packages for Ram 2500 and 3500 HD pickup trucks at the 2017 Chicago Auto Show in February, Kisiel. The new Night editions further expand the Ram factory-custom truck family from the half-ton Ram 1500 announced in September 2016 to the brand's three-quarter and one-ton models. Production of the 2017 Ram HD Night models began in early February.

The Dodge Challenger, Dodge Journey, and Dodge Viper each posted sales gains in February, led by the Journey's 55 percent year-over-year increase.

The Challenger turned in a 19 percent increase, while Viper sales were up 23 percent in the month. The Dodge brand unveiled the new 2018 Dodge Durango SRT at last month's 2017 Chicago Auto Show, Kisiel said.

Three Jeep brand models recorded sales increases in February, Kisiel said. Both the Jeep Grand Cherokee – the brand's volume leader for the month – and the Jeep Renegade posted 11 percent year-over-year sales increases. In addition, the Jeep Wrangler logged a 2 percent increase in February. Jeep brand retail sales were up year over year in February.

Sales of the Fiat 500 were up 1 percent in February, compared with the same month a year ago, Kisiel said. Sales of the new Fiat 124 Spider were up 26 percent compared with the previous month of January.

Sales of the new 2017 Chrysler Pacifica were up in its second month of year-over-year comparisons, and increased 36 percent compared with sales in the previous month of January.

Alfa Romeo brand sales of 443 units were up 843 percent compared with the same month in 2016. Maserati brand sales of 1,087 units were up 49 percent compared with the same month a year ago.

**Warren Library Hosting Events**

The Warren public library is holding a couple of events this week that might be of interest to members of the public.

On Monday, March 6, at 7 p.m. in the Civic Center Conference Room, physics professor Jesse Mason will present a program exploring the Big Bang Theory.

Weather permitting, attendees will have the chance to use telescopes to view the sky, said Warren librarian Jennifer Lund.

On Wednesday, March 8, the library will be holding an exploration of traditional Irish music with the band Monday's Supper, Lund said. It begins at 6 p.m. at the Civic Center library.

To reserve a spot for either event, call 586-574-4564.

**GM's February Sales Show Strength in Tight Sales Arena**

CONTINUED FROM PAGE 1

flat year over year, Cain said. This is in sharp contrast to recently published PIN estimates that noted an increase of 2.7 percentage points to 15 percent of ATP.

Commercial deliveries were up 7 percent, driven by an 11 percent increase in pickup sales and a 75 percent increase in Chevrolet Malibu sales. It was the best February Commercial sales since 2008. Government sales were up 4 percent and daily rental deliveries were down 2 percent. Total fleet sales were up 2 percent.

Small business deliveries, which are included in retail sales, were up 13 percent, driven by a 22 percent increase in full-size pickups and a 39 percent increase in large vans.

Cain said GM estimates the seasonally adjusted annual selling rate (SAAR) for light vehicles was approximately 17.5 million units.

Brand Highlights (vs. February 2016) show that Chevrolet had its best February retail sales since 2007 and its best February total sales since 2008. Crossovers deliveries set a February record for the brand.

Three Chevrolet models – the

Trax, Equinox and Volt – had their best February total and retail sales ever, Cain said. Traverse had its best-ever February total sales, and its best February retail sales since 2011.

Deliveries of the Chevrolet Bolt EV approached 1,000 units. The national rollout of the crossover is just under way.

The Chevrolet Suburban had its best February retail sales since 2008, and the Silverado had its best February total and retail sales since 2007.

Buick had its best February retail sales since 2004, driven by the new Envision and the Encore, which set a February record.

GMC had its best February retail sales since 2002, with trucks and crossovers up 18 percent and 15 percent, respectively. Standouts include the Canyon, up 21 percent; the Sierra, up 19 percent; the Acadia, up 22 percent; and the Terrain, up 8 percent.

GMC Denali penetration, at 26 percent of GMC retail sales, was the highest for any February in history, Cain said. GM estimates that Chevrolet and GMC earned more than 40 percent of all full-size pickup retail sales, with ATPs up nearly \$600 per unit.

Cadillac XT5 retail deliveries

were 6 percent higher than the SRX it replaced. Average transaction prices are 8 percent higher than SRX.

Cain said GM is optimistic that the company, and Chevrolet in particular, will continue to gain retail market share in an industry expected to remain at or near record sales levels.

"Looking ahead, we will stay focused on strengthening our brands, growing retail sales and share, reducing daily rental deliveries and maintaining our operating discipline," McNeil said.

"Our strong small business deliveries are a really clear sign of growing confidence in the economy."

**GM's IT Staff Holds a Blood Drive**

CONTINUED FROM PAGE 1

to come in and make a blood donation.

"We get walk-ins as well," Sweeney said, "but most of the donations come from people who sign up online. We usually get about 40 people signing up and collect somewhere in the neighborhood of 30 or 35 units of blood. It's flu season and sometimes people who sign up are rejected after they fill out their questionnaires. That's why it's important to get as many people as we can to sign up. I see many of the same faces whenever we hold a driver and

these people are to be commended."

One of the donors was Elizabeth Durrett, an IT systems engineer in the Cadillac Building.

"I signed up because it's the right thing to do," Durrett said. "I like to give as often as I am able. I first gave blood when I was 18 and have been donating ever since then."

Durrett said that she's glad to donate and that it's not that big a deal.

"This is not hard," Durrett said. "It really doesn't hurt, it's helpful to people who need it and we get free snacks. What's not to like. And this time we donors got a little gift card from Amazon."



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It's now possible to read tablets via a Chevy's Wi-Fi capability.

## Chevy is Turning Vehicles Into Moving Wi-Fi Spots

Chevy makes some powerful vehicles with a lot of horsepower. But now vehicle power can be measured in a different way – gigabytes of data.

After using more than 4 million gigabytes of data in 2016, Chevrolet owners in the U.S. with an in-vehicle OnStar 4G LTE Wi-Fi hotspot will now have access to an unlimited prepaid data plan for only \$20 per month, said GM's available starting March 3, and Chevrolet will offer this groundbreaking plan enabled by AT&T across its entire retail lineup.

Chevrolet data usage has increased exponentially as owners have come to appreciate the ability to stream video on a tablet, send email on a laptop or play online using a gaming console in their vehicles, and now customers can utilize the full potential of their OnStar 4G LTE Wi-Fi hotspot without worrying about running out of data.

"We have contractors bidding jobs in their Silverados, families streaming movies in their Suburbans and Malibus and everyone tapping into the cloud for music," said Alan Batey, president of GM North America and global head of Chevrolet. "With the most affordable unlimited 4G LTE data plan in the auto industry, the widest availability of Apple CarPlay and Android Auto and new connected services like OnStar AtYourService, our momentum can only grow."

Last year alone, Chevrolet customers used nearly 200 percent more OnStar 4G LTE data in their vehicles compared to 2015, Cain said. In the second half of 2016, Chevy owners used almost as much data as they had the previous 24 months since OnStar 4G LTE launched.

To put this data usage in perspective, Chevrolet owners and their passengers streamed the equivalent of more than 17.5 million hours of video in 2016.

"We're pleased to deliver this special unlimited data plan to Chevy owners," said Chris Penrose, president, IoT Solutions, AT&T. "Accessing the internet through AT&T's 4G LTE Wi-Fi,

passengers now can access all of their content and enjoy endless entertainment on the go."

As the first automaker to offer 4G LTE connectivity across its entire retail portfolio, Chevrolet has sold more than 3.1 million OnStar 4G LTE-connected vehicles since June 2014 and has more vehicles on the road equipped with 4G LTE than any other automaker.

Today, along with the 4G LTE connection enabled by AT&T, the OnStar Basic Plan comes standard on all new Chevrolet retail models, Cain said.

For more information on plans and pricing, visit the Web site OnStar.com.

## Warren Will House New Military Museum

The Warren Mayor's Office has announced that the Detroit Arsenal of Democracy Museum will be located in Warren. Final approval was given by City Council at its Feb. 28 meeting.

Recommended by Mayor James Fouts, the museum will be located at the city's Veterans Park at Martin and Campbell at no cost to the city. A timeline recommended by museum officials recommends construction starting in September.

"This is a high honor for our city and most appropriate because the Tank Arsenal located in our city was the heart of the Arsenal of Democracy during World War II," said Fouts.

The construction, maintenance and the administration for the museum will be financed through a fundraising campaign from corporations such as Ford, Fiat Chrysler, GM and regional defense contractors.

The Big Three automakers all gained acclaim for their produc-

tion efforts and for the breadth of their contributions in times of war, Fouts said.

Chrysler became known for tanks, while Ford focused on airplanes and the newly-designed four-wheel drive "Jeeps." Ford's Willow Run plant produced 300,317 military aircraft during World War II, including the B-24 bomber famously known as "the Liberator." General Motors manufactured light, medium and heavy tanks, tank destroyers, armored cars, amphibious vehicles, aircraft engines and propellers. Artillery shells were produced by Oldsmobile, a division of General Motors.

Over the course of the war, the automobile industry manufactured \$29 billion in war goods. It

provided 12.5 billion rounds of small arms ammunition, 245 million shells, and nearly six million guns. It is no wonder Detroit became known as the Arsenal of Democracy, said Fouts.

The vision for the new Museum is a place showcasing the history of contributions to national defense made by Michigan's industry and veterans.

The multi-functional museum will include a welcome center, a special events hall, a hands-on learning area and museum space featuring artifacts, vehicles, equipment and exhibits showcasing the contributions made by Michigan's industry.

The museum, previously based at 22960 W. Industrial Drive in St. Clair Shores,

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## Ford Feeds Demand for Trucks and SUVs

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sales – up 6 percent versus a year ago, Merkle said. Record Escape sales of 27,637 vehicles and a 48 percent increase in Expedition sales drove the gains.

Ford F-Series was up 9 percent, with 65,956 trucks sold. This represents F-Series' best sales since 2004, with new Super Duty retail gains coming from every region of the country.

"We continue seeing strong consumer demand for the highest-series Super Duty pickups and the all-new F-150 Raptor, plus greater availability of 2017 model year F-150s," said Mark LaNeve, vice president, U.S. Marketing, Sales and Service. "This drove a \$3,600 increase in average transaction prices for F-Series last month alone, Lincoln had a \$2,100 increase, ultimately deliv-

ering an overall company transaction price increase of \$1,900 per vehicle."

Lincoln sales totaled 8,744 vehicles, a 9 percent increase. Lincoln MKC, up 12 percent, MKX, up 1 percent, and all-new Continental sales of 1,079 cars fueled the growth.

The Associated Press reported that automakers are also spending more because vehicles cost more. Consumers are rapidly shifting out of cars and into SUVs and trucks, which cost more money. Kelley Blue Book said the price people paid for a vehicle last month was up 2 percent from last February to an average of \$34,352.

Ford's U.S. sales chief Mark LaNeve said cars made up 53 percent of new vehicle sales in 2010. In February, they were around 35 percent.

"It is structural and in some ways breathtaking," LaNeve said. "There's going to be a car market, but where it eventually gets to, we don't know."

Ford February sales highlights include:

- Ford Expedition sales went from 3,984 in February 2016 to 5,906 in February 2017, a 48.2 percent increase.

- Focus sales went from 18,620 in February 2016 to 12,691 in February 2017, a 31.9 percent decline.

- Fusion sales went from 25,442 in February 2016 to 16,512 in February 2017, 35.1 percent decline.

- Lincoln MKZ sales went from 2,128 in February 2016 to 2,074 in 2017, a 2.5 percent decline.

- Lincoln MKT sales went from 234 units in February 2017 to 287 in 2017. A 22.6 increase.

## Cadillac Makes Customizing Personal Preferences Easy

CONTINUED FROM PAGE 1

that allow users to customize the infotainment system to match individual preferences and take that same customized experience with them into any new Cadillac user experience equipped vehicle.

Features such as vehicle and display setting, contact favorites, navigation route preferences and recent destinations can be customized and follow a user's profile.

Each driver can create an individual account and personalize their preferences for the Cadillac user experience. Vehicle owners can manage their My Driver Preferences in the vehicle or via their myCadillac Owner Center on the Cadillac website.

The new Cadillac user experience features an available all-new navigation app with an intuitive interface and access to destination information via available cloud-based services.

This includes updated points of interest, live traffic information, fuel prices and parking information, Martin said.

Through simple input methods, such as enhanced voice recognition and an improved on-screen search function, users have access to more relevant search results.

Over time, this opt-in subscription-based system can learn a user's preferred routes and destinations, offering predictive suggestions based upon traffic and frequent destinations.

New Cadillac user experience equipped vehicles currently come standard with an available, opt-in 12-month connected navigation trial.

The built-in OnStar 4G LTE en-

ables an active connection to the vehicle that, with customer consent, will allow Cadillac to remotely update a vehicle's features such as navigation and the newly launched Collection app store, after the vehicle in question is purchased and taken home by the consumer, Martin said.

The available 4GLTE Wi-Fi hotspot allows passengers to connect up to seven compatible mobile devices, smartphones, and tablets to high-speed wireless Internet. The new system supports use of two compatible phones concurrently via Bluetooth.

Users can access Apple CarPlay and Android Auto advanced smartphone integration through the Home screen.

Apple CarPlay and Android Auto compatibility are subject to their terms, privacy statements and data plan rates, and require a compatible smartphone, Martin said.

Every new Cadillac currently comes standard with an available 12-month OnStar subscription at no additional cost, Martin said.

Among other benefits, this connectivity plan is that it features OnStar Smart Driver, an opt-in service designed to help owners maximize their vehicle's overall performance, reduce wear and tear, monitor fuel efficiency and improve their driving – all factors that add to the overall ownership experience, Martin said.

Owners can also use this technology to manage their Cadillac vehicles remotely with the industry-leading myCadillac mobile app via their compatible smartphones.



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 VISIT OUR WEBSITE: [edrinke.com](http://edrinke.com)

We'll give you a \$3,500 minimum for your 2003 or newer trade in. See us for your GM Employee purchases.

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 26125 VAN DYKE AT 10 1/2 MILE ROAD  
 Now looking for experienced salespeople to join our team!

Paul Makowski: pmakowski@edrinke.com  
 Dennis Thacker: dthacker@edrinke.com

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 S Tier credit. Enclave, Regal, Acadia, Encore, Terrain and Sierra SLE are 24 months leases. Envion, Yukon, Lacrosse, Cascada, Verano, and Sierra Denali are 36 month leases. All Vehicles shown are \$999 down except for the terrain which is \$0 down and the Encore which is \$499 down. Disposition Fee may be required at vehicle turn in. Must have lease loyalty and/or closing competitive lease depending on vehicle model. Prices and payments are plus tax, title, plate fee w/ acquisition fee up front, refundable security deposit required on certain vehicles - to be determined by lender. All leases are priced significantly below supplier pricing which makes them also below GMS pricing with approved credit through GM financial. Purchase pricing is gm employee discount plus title, taxes and fees. Pricing is subject to select model vehicles- while supplies last. \*\*\$3,500 trade in is valid on 2003 or newer vehicles w/ under 115k miles in drivable condition, no branded titles, reconditioning determined by appraiser. Certain restrictions may apply, see dealer for complete details. \*\* Exp date: 3/31/2017.

**ED RINKE** CHEVROLET **100 YEARS IN BUSINESS** Truckloads of Hope

**WE'LL GIVE YOU A \$3,500 MINIMUM FOR YOUR 2003 OR NEWER TRADE IN**

**2017 CHEVY SILVERADO**  
 1500 Z71 4WD LT DBL  
 LEASE FOR **\$126\*** PER MONTH OR PURCHASE FOR **\$33,959\***  
**24** MONTHS **\$999** DOWN-COURTESY CAR STOCK #570991

**2017 CHEVY VOLT LT**  
 LEASE FOR **\$269\*** PER MONTH OR PURCHASE FOR **\$31,899\***  
**36** MONTHS **\$999** DOWN STOCK #470895

**2017 CHEVY CRUZE LT**  
 LEASE FOR **\$59\*** PER MONTH OR PURCHASE FOR **\$16,169\***  
**24** MONTHS **\$0** DOWN STOCK #470239

**2017 CHEVY EQUINOX LT**  
 LEASE FOR **\$59\*** PER MONTH OR PURCHASE FOR **\$20,229\***  
**24** MONTHS **\$0** DOWN STOCK #573490

**2017 CHEVY MALIBU LT**  
 LEASE FOR **\$105\*** PER MONTH OR PURCHASE FOR **\$19,995\***  
**24** MONTHS **\$999** DOWN STOCK #TNSBMF

**2017 CHEVY CAMARO 1LT**  
 LEASE FOR **\$259\*** PER MONTH OR PURCHASE FOR **\$24,279\***  
**39** MONTHS **\$999** DOWN STOCK #470207

**2017 CHEVY TRAX LS**  
 LEASE FOR **\$63\*** PER MONTH OR PURCHASE FOR **\$16,499\***  
**24** MONTHS **\$0** DOWN STOCK #572578

**2017 CHEVY TRAVERSE**  
 LEASE FOR **\$89\*** PER MONTH OR PURCHASE FOR **\$21,869\***  
**24** MONTHS **\$0** DOWN STOCK #573560

**- NO APPOINTMENTS NECESSARY FOR OIL CHANGES -**

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 Must present coupon with order. Plus tax. Expires 3-31-17.

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 INSURANCE WRECK AMENDED  
 TRANSPORTATION AVAILABLE  
 During Scheduled Repairs  
**FREE OIL CHANGE With Each Major Repair**  
**WE REPAIR ALL MAKE & MODELS**  
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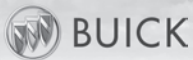
SHOWROOM HOURS: MON. & THURS. 8:30AM-9PM / TUES., WED. & FRI. 8:30AM-6PM / **FIND NEW ROADS™**

All applicable rebates including lease loyalty, Chevrolet lease loyalty or lease conquest offers have been deducted from sale price/payment. Silverado, Malibu, Cruze, Trax, Equinox and Traverse are 24 months leases. Volt is a 36 month lease. Camaro is a 39 month lease. Pricing is subject to select model vehicles, while supplies last. Pictures may not represent actual vehicle. Silverado is a courtesy vehicle. All other vehicles are priced significantly below supplier pricing which makes them also below GMS pricing with approved credit through GM financial. Purchase pricing is gm employee discount plus title, taxes and fees. Pricing is subject to select model vehicles- while supplies last. \*\*\$3,500 trade-in is valid on 2003 or newer vehicles with under 115k miles in drivable condition, no branded titles, less reconditioning determined by appraiser. Certain restrictions may apply, see dealer for complete details. \*\* Expiration Date - 3/31/17.





# VYLETTEL



EXPERIENCE THE NEW BUICK

**ALL NEW 2017 BUICK ENCLAVE**  
FWD • CONVENIENCE  
**\$129\***  
24 MONTH/10K PER YEAR LEASE FOR ONLY



DEAL# 66406 • STK# 5483-17  
GMS pricing plus tax, title, lic. must have lease conquest rebate. \$999 down with approved credit. NO SECURITY DEPOSIT REQUIRED!

**2016 BUICK REGAL**  
FWD • PREMIUM II GROUP  
**\$20,995\***  
NOW WAS \$33,885



SAVE OVER \$11,890 OFF LIST  
STK# 4895-16  
GMS pricing plus tax, title, lic. & doc fees.

**GMC** WE ARE PROFESSIONAL GRADE

**2016 GMC SIERRA**  
1500 • 4WD • DOUBLE CAB • SLE  
**\$34,497\***  
WAS \$47,875



NAVIGATION, 20" RIMS, 6.3L V8, SPRAY ON BEDLINER, NICE TRUCK!  
STK#3572-16  
GM pricing plus tax, title, lic. & doc. fee.

**ALL NEW 2017 GMC ACADIA**  
LIMITED • FWD  
**\$319\***  
39 MONTH LEASE FOR ONLY 10K PER YEAR



DEAL#66407 • STK# 9959-17  
GMS pricing plus tax, title, lic & doc fee. \$999 down with approved credit. Must have lease conquest rebate. NO SECURITY DEPOSIT REQUIRED!

**ALL NEW 2017 BUICK ENVISION**  
FWD • PREFERRED  
**\$259\***  
36 MONTH/10K PER YEAR LEASE FOR ONLY



DEAL# 66406 • STK# 5483-17  
GMS pricing plus tax, title, lic. must have lease conquest rebate. \$1259 down with approved credit. NO SECURITY DEPOSIT REQUIRED!

**ALL NEW 2017 BUICK ENCORE**  
FWD • PREFERRED  
**\$69\***  
24 MONTH/10K PER YEAR LEASE FOR ONLY



DEAL# 65358 • STOCK# 5383-17  
GMS pricing plus tax, title, lic. must have lease conquest rebate. \$999 down with approved credit. NO SECURITY DEPOSIT REQUIRED!

**ALL NEW 2017 GMC TERRAIN**  
FWD • SLE-1  
**\$69\***  
24 MONTH LEASE FOR ONLY 10K PER YEAR



DEAL#66408 • STK#9463-17  
GMS pricing must have lease conquest rebate. Plus tax, title, lic & doc. fee. with approved credit. NO SECURITY DEPOSIT REQUIRED!

**ALL NEW 2017 GMC YUKON**  
4WD • SLE  
**\$397\***  
39 MONTH LEASE FOR ONLY 10K PER YEAR



STK#9914-17  
GMS pricing plus tax, title, lic & doc fee. \$999 down with approved credit. Must have lease conquest rebate. NO SECURITY DEPOSIT REQUIRED!

**2016 BUICK CASCADA**  
PREMIUM • 1SP  
**\$20,995\***  
NOW WAS \$33,885  
SAVE OVER \$10,000 OFF LIST  
STK# 4895-16  
GMS pricing plus tax, title, lic. & doc fees.



**ALL NEW 2017 GMC SIERRA**  
1500 • 4WD • DOUBLE CAB  
**\$299\***  
39 MONTH LEASE FOR ONLY 10K PER YEAR



ELEVATION EDITION (LOADED! 20" RIMS, ACCIDENT WHEELS!)  
DEAL#66419 • STK#9970-17  
GMS pricing plus tax, title, lic & doc fee. \$1,250 down with approved credit. NO SECURITY DEPOSIT REQUIRED!

VISIT OUR WEBSITE TO SEARCH FOR MORE VEHICLE SELECTIONS AT [WWW.VYLETTEL.NET](http://WWW.VYLETTEL.NET)  
**40755 Van Dyke • Sterling Heights • 586.977.2800**  
**WWW.VYLETTEL.NET** SALES: Sun CLOSED; M, TH 8:30am-9pm; T, W, F 8:30am-6pm; SAT 10am-3pm  
SERVICE: Sun CLOSED; M, TH 7am-8pm; T, W, F 7am-6pm; Sat 8am-1pm

\*Lease figured with \$1500 Dealer INC. Certificate Program subject to change while INC Supplies Last. \*Lease example is Stock Specific. \*GM Employee Pricing Plus Tax, Title, Lic. and Doc. No Security Deposit Required. \*All lease/purchase examples are figured with GM employee pricing. Lease conquest rebate applies to customers who have a non GM lease in household set to expire within 365 days of new lease/purchase delivery date. \*Black/GMC Lease loyalty rebate applies to customers who have a current Black/GMC lease in household. INC certificate may apply to lease/purchase examples and are good while dealer supply lasts. Prices subject to change during the month of February 2017. \*GM Employee Pricing Plus Tax, Title, Lic. and Doc. No Security Deposit Required. Total due at lease signing 2017 ENCORE \$1599, 2017 Lacrosse \$1599, 2017 Envision \$1999, 2017 Acadia FWD \$219, 2017 Acadia Limited \$1699, 2017 Terrain SLE-1 \$69, 2017 Sierra Double Cab \$1629, 2017 Yukon \$1,699. \*For GM Employee Purchase or Lease Conquest Rebate Customer Must Have Non GM Lease in Household To Expire Within 365 Days Of Delivery Of New Purchase or Lease. Programs subject to change. \*\*Additional 2 payments of a max amount of \$400.00 total. Photos may not represent actual vehicle. Price is subject to change without notice. See dealer for details. Expires 3/31/17

## Proposed Sale of GM's Opel Meant to Create Auto Giant

PARIS (AP) – The chairman of French carmaker PSA Group wants to create a “European car champion” with the purchase of General Motors’ European car business and pledged to work with governments and unions worried over job cuts.

After reporting a near-doubling in 2016 profits, Carlos Tavares lauded the benefits of a deal that could reshape the continent’s car market and leave PSA, the maker of Peugeot and Citroen cars, leapfrogging the Renault Nissan alliance to be second behind Germany’s Volkswagen.

Speaking in Paris Feb. 23, Tavares said PSA’s ambition to buy GM’s loss-making Germany subsidiary Opel and its British brand Vauxhall is rooted in its remarkable financial turnaround. The company, which had to be bailed out by Chinese investors and the French government just three years ago, was able to announce Feb. 23 its first dividend payment in six years alongside the profit jump.

Tavares insisted that the potential deal is “nice to have” but “not a must” and laid out a string of reasons why he thinks it would be a good idea: it could improve Opel’s bottom line, expand PSA’s market, and keep both companies competitive globally.

He said a combined company, which would be Europe’s No. 2 carmaker behind Volkswagen, could have volumes of 5 million cars. Detroit-based GM has been trying to boost prospects for its European business. It last made a full-year profit there in 1999.

“We believe there is an opportunity to create a European car champion, resulting from the

combination of a French company and German company and without forgetting our U.K. friends,” Tavares said.

“Opel has making red ink for 10 years, and burning approximately 1 billion in cash every year,” he said. “We believe we can help.”

He insisted that Opel would remain a German company, in part to benefit from Germany’s strong reputation for car engineering.

He said PSA would respect existing labor agreements, though he didn’t explicitly rule out job cuts. Tavares has spoken with German Chancellor Angela Merkel and met with Opel employee representatives since the takeover discussions were announced last week.

“The best way ... is to have unions and governments on your side,” he said.

Jobs are an especially sensitive issue in what is election year in both Germany and France. The German and French economy ministers discussed the potential deal at a meeting in Paris on Feb. 23.

Opel employee representatives and union leaders in Germany say they will push to keep current jobs and factories, and Britain’s biggest trade union has demanded that the government protect Vauxhall, as Britain prepares to leave the EU and PSA considers the buyout.

While revenues last year were largely stable, PSA’s group income was 1.7 billion euros last year, up from 899 million in 2015, attributed in part to a faster-than-expected cost-cutting.

Beyond Europe, Tavares acknowledged that PSA is frustrated with lost market share in China.

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### 2017 CHEVY CRUZE LT

**\$68+ TAX WITH \$0 DOWN**  
24 MTH LEASE 10,000 MILES

WITH LEASE CONQUEST • NO SECURITY DEPOSIT REQUIRED  
Equipped with Power Locks, Power Windows, Power Mirrors, Keyless Entry, Back-Up Camera, Bluetooth and More...



### 2017 CHEVY SILVERADO

Double Cab 4x4 Allstar Pkg.  
**\$275+ TAX WITH \$0 DOWN**  
36 MTH LEASE 10,000 MILES

WITH LEASE CONQUEST • NO SECURITY DEPOSIT REQUIRED  
Equipped with Power Locks, Power Windows, Remote Start, Power Seats, Back-Up Camera, Hitch, Locking differential, XM Radio, OnStar and More...



### 2017 CHEVY EQUINOX LS

**\$69+ TAX WITH \$0 DOWN**  
24 MTH LEASE 10,000 MILES

WITH LEASE CONQUEST • NO SECURITY DEPOSIT REQUIRED  
Equipped with Power Locks, Power Windows, Power Mirrors, Keyless Entry, Back-Up Camera, Bluetooth, OnStar, XM Radio and More...



### 2017 CHEVY TRAVERSE LS

**\$138+ TAX WITH \$0 DOWN**  
24 MTH LEASE 10,000 MILES

WITH LEASE CONQUEST • NO SECURITY DEPOSIT REQUIRED  
Equipped with Power Locks, Power Windows, Power Mirrors, Keyless Entry, Bluetooth, OnStar, XM Radio and More...

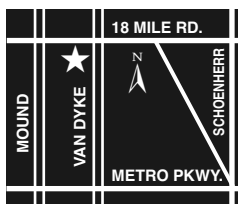
Free shuttle service to home, office or shopping.

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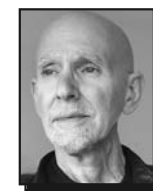


CONVENIENT HOURS: MON. & THURS. 8:30AM-9PM / TUES., WED. & FRI. 8:30AM-6:30PM / FIND NEW DEALS

\*See dealer for details. All Rebates/Incentives have been deducted from sale price/payment and are subject to change by manufacturer without notice. GM Employee discount required unless otherwise noted. All lease assume that you qualify for lease conquest. To qualify for Lease Conquest you must have a NON-GM Lease in the household that terminates within 365 days. 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 03/31/2017

# THANKS FOR THE GREAT FEBRUARY LETS MAKE MARCH EVEN BETTER WITH SOME GREAT OFFERS

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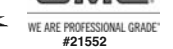


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40 YEARS OF QUALITY SERVICE

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**Joe Lunghamer**



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# 3 DAYS OF SAVINGS!

**Monday, Tuesday and Wednesday... Get Great Deals on Our Most Popular Models!\***

## 2017 EQUINOX "LS"



- 2.4L DOHC Engine!
- 7" Color Touch Screen MyLink Radio!
- OnStar with 4G LTE w/built-in Wi-Fi Hotspot!
- Bluetooth for Phone!
- Remote Keyless Entry!
- Rear Vision Camera!
- Aluminum Wheels!
- Chevrolet Complete Care INCLUDED!

Stock# H36736

**24 MONTH LEASE**



**\$69\***



**\$0 Down!**

Was \$26,405 Sale Price: **\$18,599\***

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

## 2017 CRUZE "LT"



- 1.4L Turbo DOHC Engine!
- Automatic Transmission!
- 7" Color Touch Screen MyLink Radio!
- OnStar w/4G LTE w/built-in Wi-Fi Hotspot!
- Convenience Package!
- Remote Start & Entry!
- Rear Vision Camera!
- Bluetooth for Phone!
- Chevrolet Complete Care INCLUDED!

Stock# H32736

Was \$23,475 Sale Price: **\$17,399\***

**24 MONTH LEASE**



**\$69\***



Only **\$69 Down!**

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

## 2017 TRAVERSE "LS"



- 3.6L SIDI V6 Engine!
- 6.5" Color Touch Screen Radio!
- 8 Passenger Seating!
- Rear Vision Camera!
- Power Driver's Seat!
- Bluetooth for Phone!
- OnStar with 4G LTE w/built-in Wi-Fi Hotspot!
- Chevrolet Complete Care INCLUDED!

Stock# H35722

Was \$32,745 Sale Price: **\$22,785\***

**24 MONTH LEASE**



**\$99\***



**\$999 Down**

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

## 2017 MALIBU "LT"



- 1.5L Turbo DOHC Engine!
- 6 Speed Transmission!
- 7" Color Touch Screen MyLink Radio!
- Bluetooth for Phone!
- Rear Vision Camera!
- OnStar w/4G LTE w/built-in Wi-Fi Hotspot!
- 17" Alloy Wheels!
- Remote Keyless Entry!
- Chevrolet Complete Care INCLUDED!

Stock# H32110

Was \$26,000 Sale Price: **\$19,730\***

**24 MONTH LEASE**



**\$115\***



**\$999 Down**

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

## 2017 SILVERADO "LT" 4X4 DOUBLE CAB



- "All Star Edition!"
- ECOTEC3 4.3L V6 Engine!
- Automatic Transmission!
- GM Bed Liner INCLUDED!
- 8" Color Screen MyLink Radio w/USB Ports!
- OnStar w/4G LTE w/built-in Wi-Fi Hotspot!
- Trailing Pkg w/Locking Rear Differential!
- Remote Start and Entry!
- Heated Front Seats!
- Chevrolet Complete Care INCLUDED!

Stock# Q7427

**19 Available at Similar Savings!**

Was \$42,640 Sale Price: **\$30,499\***

**24 MONTH LEASE**



**\$139\***



**\$999 Down**

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

**We NEED your Trade... Get \$1000 OVER Kelley Blue Book... GUARANTEED!\***



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

**(586) 791-1010**

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

\*Pictures may not represent actual sale vehicle. All applicable incentives including bonus cash, bonus tags, competitive lease, lease conquest and/or lease loyalty offers have been deducted from Sale Prices/Payments and are subject to change by the manufacturer without notice and are plus title, tax, plate and CVR fees and were valid at time of printing. GM Employee discount is required except where noted. Leases are 10,000 miles per year. Disposition fee may be required at lease turn in. Silverado's are former dealer courtesy vehicles with under 2350 miles. \$1000 over KBB guarantee is on 2004 thru 2014 model year vehicles, less reasonable reconditioning. No branded titles. Certain restrictions apply, see dealer for complete details on all incentives/offers. Sale ends 3/8/2017 @ 6:00PM.







# 3 DAYS OF SAVINGS!

Monday, Tuesday and Wednesday... Get Great Deals on Our Most Popular Models!

## 2017 BUICK ENCORE "PREFERRED"



- 1.4L TURBO DOHC ENGINE!
- PUSH BUTTON START!
- INTELLINK RADIO w/8" DIAGONAL COLOR TOUCH SCREEN!
- 18" ULTRA BRIGHT ALUMINUM WHEELS!
- REMOTE KEYLESS ENTRY!
- REAR VISION CAMERA!
- BLUETOOTH FOR PHONE!
- ONSTAR w/4G LTE w/BUILT-IN WI-FI HOTSPOT!

24 MONTH LEASE  
**\$89\*** PER MONTH  
 \$499 DOWN  
 NO SECURITY DEPOSIT REQUIRED

Was \$25,825  
 Sale Price \$21,699\*  
**NO EMPLOYEE DISCOUNT REQUIRED!**

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

## 2017 GMC TERRAIN "SLE 1"



- 2.4L DOHC VVT ENGINE!
- INTELLINK RADIO w/7" DIAGONAL COLOR TOUCH SCREEN!
- REMOTE KEYLESS ENTRY!
- REAR VISION CAMERA!
- ALUMINUM WHEELS!
- HEATED MIRRORS!
- BLUETOOTH FOR PHONE!
- ONSTAR w/4G LTE w/BUILT-IN WI-FI HOTSPOT!

24 MONTH LEASE  
**\$89\*** PER MONTH  
 ONLY \$89 DOWN!  
 NO SECURITY DEPOSIT REQUIRED

Was \$28,360  
 Sale Price \$20,499\*

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

## 2017 BUICK ENCLAVE "CONVENIENCE"



- 3.6L VARIABLE VALVE TIMING V6 ENGINE!
- INTELLINK RADIO w/8" DIAGONAL COLOR TOUCH SCREEN!
- REMOTE START AND ENTRY!
- 7 PASSENGER "CAPTAIN CHAIR" SEATING!
- TRI-ZONE CLIMATE CONTROL!
- POWER LIFTGATE!
- 19" ALUMINUM WHEELS!
- ONSTAR w/4G LTE w/BUILT-IN WI-FI HOTSPOT!

24 MONTH LEASE  
**\$139\*** PER MONTH  
 \$999 DOWN  
 NO SECURITY DEPOSIT REQUIRED

Was \$40,140  
 Sale Price \$33,699\*

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

## 2017 "ALL NEW" GMC ACADIA "SLE 1"



- 2.5L DOHC SIDI VVT ENGINE!
- INTELLINK RADIO w/7" DIAGONAL COLOR TOUCH SCREEN!
- KEYLESS OPEN AND START!
- REAR VISION CAMERA!
- 7 PASSENGER SEATING!
- ALUMINUM WHEELS!
- BLUETOOTH FOR PHONE!
- ONSTAR w/4G LTE w/BUILT-IN WI-FI HOTSPOT!

24 MONTH LEASE  
**\$142\*** PER MONTH  
 \$999 DOWN  
 NO SECURITY DEPOSIT REQUIRED

Was \$33,375  
 Sale Price \$27,699\*

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

## 2017 BUICK REGAL "SPORT TOURING"



- 2.0 TURBO DOHC 4 CYL. SIDI ENGINE!
- INTELLINK RADIO w/8" DIAGONAL COLOR TOUCH SCREEN!
- REAR SPOILER!
- REMOTE KEYLESS ENTRY!
- 18" ALUMINUM WHEELS!
- REAR VISION CAMERA!
- BLUETOOTH FOR PHONE!
- ONSTAR w/4G LTE w/BUILT-IN WI-FI HOTSPOT!

24 MONTH LEASE  
**\$149\*** PER MONTH  
 \$999 DOWN  
 NO SECURITY DEPOSIT REQUIRED

Was \$29,540  
 Sale Price \$23,999\*

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

## 2017 GMC SIERRA DOUBLE CAB 4x4



- ELEVATION EDITION!
- 5.3L V8 ECOTEC3 ENGINE!
- INTELLINK RADIO w/7" DIAGONAL COLOR TOUCH SCREEN!
- REAR VISION CAMERA!
- TRAILERING PACKAGE!
- REMOTE KEYLESS ENTRY!
- 20" ALUMINUM WHEELS!
- ONSTAR w/4G LTE w/BUILT-IN WI-FI HOTSPOT!

36 MONTH LEASE  
**\$254\*** PER MONTH  
 \$999 DOWN  
 NO SECURITY DEPOSIT REQUIRED

Was \$41,900  
 Sale Price \$34,769\*

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

## 2017 BUICK LaCROSSE "PREFERRED"



- 3.6L V6, DI, VVT ENGINE!
- INTELLINK RADIO w/8" DIAGONAL COLOR TOUCH SCREEN!
- PUSH BUTTON START!
- REMOTE KEYLESS ENTRY AND START!
- 18" ULTRA-BRIGHT MACHINED-FACED ALUMINUM WHEELS!
- REAR VISION CAMERA!
- BLUETOOTH FOR PHONE!
- ONSTAR w/4G LTE w/BUILT-IN WI-FI HOTSPOT!

36 MONTH LEASE  
**\$249\*** PER MONTH  
 \$999 DOWN  
 NO SECURITY DEPOSIT REQUIRED

Was \$37,130  
 Sale Price \$27,999\*

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

## 2016 GMC YUKON SLE 4x4



- 5.3L V8 ECOTEC3 ENGINE!
- INTELLINK RADIO w/8" COLOR TOUCH SCREEN!
- REAR VISION CAMERA w/PARK ASSIST!
- POWER DRIVER'S SEAT!
- REMOTE ENTRY AND START!
- TRAILERING PACKAGE!
- BRIGHT MACHINED FACED ALUMINUM WHEELS!
- ONSTAR w/4G LTE w/BUILT-IN WI-FI HOTSPOT!

36 MONTH LEASE  
**\$369\*** PER MONTH  
 \$999 DOWN  
 NO SECURITY DEPOSIT REQUIRED

Was \$52,725  
 Sale Price \$47,450\*

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

EXPERIENCE THE NEW BUICK

WE ARE PROFESSIONAL GRADE

**HIRING EXPERIENCED SALES CONSULTANTS – Apply to: [jobs@moranautomotive.com](mailto:jobs@moranautomotive.com)**



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

**(734) 946-8112**

**14000 TELEGRAPH ROAD, TAYLOR | [moranbuickgmc.com](http://moranbuickgmc.com)**

\*Pictures may not represent actual sale vehicle. All applicable incentives including bonus cash, bonus tags, competitive lease, 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, doc and CVR fees and were valid at time of printing. GM Employee discount is required except where noted. Leases are 10,000 miles per year. Disposition fee may be required at lease turn in. \$1000 over KBB guarantee is on 2004 thru 2014 model year vehicles, less reasonable reconditioning. No branded titles. Certain restrictions apply, see dealer for complete details on all incentives/offers. Sale ends 3/8/2017 @ 6:00PM.