

FCA Folks Will Receive \$7,500 Profit Share, Bonus

As a result of the company's strong 2017 financial performance, FCA US announced last week that it will make average profit-sharing payments of \$5,500 to eligible UAW-

represented hourly employees. Approximately 40,000 employees will receive the payment on Feb. 16, said FCA spokeswoman Jodi Tinson. With this payment, FCA US hourly employees have

received on average more than \$23,000 in profit sharing since 2009.

As negotiated in the 2015 FCA US UAW Collective Bargaining Agreement, the 2017 profit-shar-

ing payment is based on the adjusted EBIT margin performance of the North American region reported in the FCA financial results and on individual compensated hours, Tinson said.

Since 2009, FCA has invested \$10 billion and added more than 25,000 new jobs in its U.S. manufacturing operations. In 2017,

CONTINUED ON PAGE 4

Detroit Auto Scene®

info@detroitautoscene.com

"FIRST IN THE HEART OF DETROIT"

VOL. 86 NO. 3

ESTABLISHED 1933 AS NEW CENTER NEWS AND 1983 AS OAKLAND TECH NEWS

JANUARY 29, 2018

General Motors Scores High in IHS Markit Loyalty Study

For the third year in a row, IHS Markit has recognized General Motors as the company with the highest overall customer loyalty. Buick was also recognized with an award for the Most Improved Loyalty to Make during the 2017 model year.

The announcements were made Jan. 16 at the *Automotive News* World Congress held in conjunction with the North American International Auto Show.

IHS Markit is a leading source of global automotive industry information, analysis and insight. Its loyalty awards are presented annually to companies and brands that demonstrate the ability to retain owners over repeat buying cycles, said GM spokesman Jim Cain. They are based on consumer transactions and information obtained from state registration and lease transaction information.

"Three years as the industry leader in loyalty shows that the

customer-focused investments our brands and our dealers are making in new products, new facilities and the ownership experience continue to pay off," said Alan Batey, president of GM North American and Global Chevrolet.

"Industry-leading loyalty and strong conquest sales are leading to the most robust growth we have seen in decades."

Batey accepted the "Overall Loyalty to Manufacturer" award from David Flynn, vice president of Automotive Global Sales at IHS Markit.

In 2017, GM and its brands set several sales records:

- Chevrolet grew its retail market share and improved its resale values for the third consecutive year.
- Chevrolet and GMC combined earned more than 75 percent of the market for large SUVs for the fourth consecutive year.
- Chevrolet and GMC led the



Batey, left, accepts "Overall Loyalty to Manufacturer" from Flynn.

industry in full-size pickup sales for the fourth consecutive year because, said Cain, they are the only brands with a three-truck strategy, including mid-size, light duty and heavy duty models.

- Chevrolet sold a record number of electric vehicles, including more than 43,600 Bolt EVs and Volts.
- GM grew its share of the re-

CONTINUED ON PAGE 3

Ford Employees To Get \$7,500 In Profit Share

DEARBORN, Mich. (AP) – Based on its North American performance, Ford Motor Co. said its 54,000 U.S. factory workers are eligible for \$7,500 profit-sharing checks, which will be distributed in the spring.

The Dearborn automaker reported higher fourth-quarter and full-year earnings last week, but the mood was subdued as the company warned that it's facing a tough year.

Sales in North America – responsible for 89 percent of Ford's pretax profits in 2017 – are slowing down after reaching record highs, so Ford will have to fight harder to hold onto its share of that market. Rising interest rates will impact profits at Ford's credit arm.

Ford says it's facing big losses

CONTINUED ON PAGE 2

Ford Auctions 'Bullitt' Mustang for Charity

Two of the most iconic American performance cars – limited editions of the Ford GT and the recently unveiled Mustang Bullitt – raised \$2.85 million for charity at the 47th annual Barrett-Jackson Scottsdale auction.

On Jan. 20, a 2017 Ford GT, donated by businessman Ron Pratte to the Everham Family Racing for a Reason Foundation, sold for \$2.5 million to benefit the Autism Society of North Carolina's IGNITE program.

An additional \$50,000 was added to the sale of the Ford GT to benefit Autism Alliance of Michigan, bringing total dollars raised to \$2.55 million, said auction spokesman Scott Black.

On Jan. 19, Ford and the Steve McQueen estate donated Mustang Bullitt, VIN 001, with 100 percent of the \$300,000 hammer price benefiting Boys Republic.

"We were thrilled with the money raised for charity," said Raj Nair, Ford executive vice president and president, North America. "Over the last several years, we've donated some incredible Ford Performance vehicles that have been sold to generate funds and build awareness for deserving charities."

In addition to the new GT, a Ford Performance Racing School GT Experience was included.

The racing program improves the driving skills behind the

wheel of one of the world's most celebrated supercars, while also supporting individuals with autism, Black said.

Greg Miller, part owner and member of the board of directors of Larry H. Miller Group of Companies, purchased the Ford GT to be a part of the family's car collection.

Ford and the McQueen estate offered VIN 001 of the 2019 Mustang Bullitt to benefit Boys Republic, a private, nonprofit, nonsectarian school and treatment community for troubled youngsters, Black said. The \$300,000 is going to the organization to help

CONTINUED ON PAGE 4



The 2019 Cherokee, unveiled recently, competes in largest SUV segment.

Manley: Newest Cherokee 'Has Its Own Character'

Jeep had a strong year in 2017 and it's going to take that momentum into 2018 with the launch of the new 2019 Cherokee, said Mike Manley, head of Jeep Brand at the Detroit Auto Show.

"In 2017, we reduced fleet sales by 60 percent, but, broadly speaking, our global sales were flat," Manley said. "And in 2018 we are looking forward to the new Wrangler and now the new Cherokee."

Manley said that the Jeep brand is built on authenticity, with the Wrangler being woven into the fabric of American society while at the same time having recognition around the world.

"Each Jeep has its own character and identity," Manley said. "And that is true for the Jeep we are going to introduce today."

The Cherokee, when originally launched in 2014 had about 3 percent of the compact SUV mar-

ket, Manley said. Since then its market share has tripled. The new 2019 Cherokee had a clear mission – build on the momentum of the previous edition.

And the way they did that, Manley said, was to respond to customers' ideas, suggestions and input.

As the newest mid-size SUV from Jeep, it competes in the largest SUV segment in the United States with more than 2 million sales annually.

Jeep Cherokee's evolution offers more interior comfort and convenience, Manley said, delivering everyday practicality with outstanding ride and handling characteristics, independent front- and rear-suspension systems with world-class body torsional stiffness, a choice of three different engine offerings mated to an enhanced, high-efficient

CONTINUED ON PAGE 3



Interest was high for the Ford-donated limited edition "Bullitt" Mustang sold recently at auction for charity.

View This Week's Edition at <http://DetroitAutoScene.com>

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, news

Detroit Auto Scene is a registered
trademark of Springer Publishing Co.

www.DetroitAutoScene.com

Former Oakland University Prof Ran Drug Den

PONTIAC, Mich. (AP) – A former Oakland University professor accused of providing drugs to students at his home in suburban Detroit has been convicted on three counts.

Joseph Schiele was found guilty Jan. 24 of possession of the tranquilizer Ketamine, maintaining a drug house and possession of a firearm while maintaining a drug house.

Four young people were at his home in Oakland Township last Feb. 15 when it was searched by Oakland County sheriff's deputies. Investigators say the 49-year-old Schiele was providing Ketamine.

Defense attorney Neil Rockind didn't call any witnesses, but said in his closing statement there was no physical evidence connecting Schiele to the allegations and that prosecution witnesses had personal motives for not being truthful in court.

Schiele taught business classes at the Detroit-area school prior to his arrest.

Corvette Charity Auction Helps Raise Funds for Veterans

GM and Chevrolet offered two first retail production Corvette models for auction at Barrett-Jackson raising a total of \$2.325 million to benefit military veterans.

First up on the auction block at the Jan. 20 auction was the Corvette Carbon 65 Edition coupe signed by President George W. Bush. It was bought by John Staluppi, owner of Atlantic Automotive Group, for \$1.4 million, said GM spokeswoman Afaf Farah.

The proceeds will benefit the Bush Center's Military Service Initiative, Farah said.

The primary goal of the Military Service Initiative is to ensure post-9/11 veterans and their families make successful transitions to civilian life with a focus on gaining meaningful employment and overcoming the invisible wounds of war.

The Corvette ZR1, the fastest, most powerful production Corvette ever built, was bought by Rick Hendrick, chairman of Hendrick Automotive Group and owner of 12-time NASCAR Cup Series champions Hendrick Motorsports, for \$925,000, Farah said.

The auction proceeds will benefit the Stephen Siller Tunnel to Towers Foundation and the work it does to support wounded veterans through the Building for America's Bravest program.

"GM and Chevrolet are proud to honor and support the brave men and women of our armed forces," said Steve Hill, GM vice president of U.S. Sales and Service.

"Thanks to the generosity of two of our dealers, John Staluppi and Rick Hendrick, we will be able to offer additional support to some of our most severely wounded veterans through the Bush Center Military Service Initiative and the Siller Foundation Building for America's Bravest effort – both extremely worthy organizations."



The 2019 Corvette ZR1 was bought by Rick Hendrick for \$925,000.

With more than 6,000 veterans employed at GM and more than 50,000 GM retirees who are veterans, both General Motors and

Chevrolet "are proud to help those who have given so much of themselves for the country," Farah said.

Ford's Profit Means \$7,500 for Employees

CONTINUED FROM PAGE 1

in its mobility unit, which plans to start testing self-driving vehicles in multiple cities this year.

And the company continues to be hurt by rising costs for steel and aluminum, which accounted for a \$1.2 billion hit to its 2017 earnings.

Ford spends around \$10 billion on commodities each year; steel and aluminum make up two-thirds of that total.

Ford Chief Financial Officer Bob Shanks said the company might be able to absorb those hits if it were leaner and nimble. Ford ended 2017 with a 6 percent adjusted operating margin and expects that to fall this year, far from its goal of achieving an 8 percent margin.

By contrast, its chief rival General Motors Co. reported a 7.5 percent adjusted operating margin in the third quarter.

"It's very, very clear that we have to improve the fitness of

the company," Shanks told reporters Jan. 24.

Ford CEO Jim Hackett said the company has teams in place figuring out plans to pare billions in costs. It wants to cut vehicle engineering costs, for example, and simplify manufacturing by offering customers fewer ways to order popular vehicles like the Ford Escape SUV. Hackett also said the company believes it can chop marketing costs by targeting customers more effectively.

Ford has said it wants to cut \$14 billion in costs by 2022. But on a conference call, analysts expressed frustration with the scant details Hackett has provided so far.

"What's taking the time is we're going through and doing all the fact-based work to find out where the biggest opportunities are," Hackett said. "The more time I've gotten with it, the more hopeful and clear it's becoming to me about where we can find the savings."

Ford's adjusted full-year earnings of \$1.78 per share fell just short of Wall Street's predictions. Analysts polled by FactSet predicted earnings of \$1.79 per share.

The Dearborn-based automaker expects to earn between \$1.45 and \$1.70 per share this year.

The lion's share of Ford's profits came from North America, which posted a pretax profit of \$7.5 billion. Ford eked out small profits in Europe and Asia but lost money in South America and the Middle East and Africa. Ford Credit reported a \$2.2 billion profit for the year.

Ford's automotive revenue rose slightly to \$145.7 billion even though its global sales were flat at 6.6 million cars and trucks. That was higher than the \$144 billion analysts had forecast.

Ford earned more on each vehicle thanks in part to a higher mix of expensive SUVs and pickup trucks. Ford debuted its most expensive truck ever, the Super Duty Limited, in the fall. It tops out at \$94,000.

Ministry spokeswoman Svenja Friedrich said that the motor transport agency had examined Audi diesel engines designed to meet the latest Euro 6 emissions standard and found that under real driving conditions there was "no reduction" of harmful nitrogen oxides.

She said 77,600 of the cars were registered in Germany and that the affected models were: the A4, A5, A6, A7, A8, Q5, SQ5 and Q7. Audi must first agree on a fix with the agency and then notify owners of the repair action. Audi said the cars were already part of a voluntary upgrade action affecting some 850,000 vehicles to improve emissions performance.

Germany (AP) – A spokeswoman for Germany's transport ministry said Volkswagen's Audi brand is being told to recall 127,000 diesel cars that reduce emissions controls when not being tested.

Germans Order New Audi Recall

Ministry spokeswoman Svenja Friedrich said that the motor transport agency had examined Audi diesel engines designed to meet the latest Euro 6 emissions standard and found that under real driving conditions there was "no reduction" of harmful nitrogen oxides.

She said 77,600 of the cars were registered in Germany and that the affected models were: the A4, A5, A6, A7, A8, Q5, SQ5 and Q7. Audi must first agree on a fix with the agency and then notify owners of the repair action. Audi said the cars were already part of a voluntary upgrade action affecting some 850,000 vehicles to improve emissions performance.

JEFFERSON CHEVROLET

Your Only Valet GM Dealer

Only 6 Blocks From Downtown & GM RenCen
SERVICE PICK-UP & DELIVERY TO DOWNTOWN EMPLOYEES

\$39.95 OIL CHANGE & TIRE ROTATION
Includes up to 5 qts. of Dexos Oil
VALET PICK-UP OR SHUTTLE PICK-UP/DELIVERY

2017 BLOW OUT SALE

2017 IMPALA LS Stk#17155

NOW **\$21,495** SAVE OVER \$8,200
WAS \$28,945

PW/PL
KEYLESS ENTRY
AM-FM-XM STEREO
ONSTAR

2017 CAMARO 2LT Stk#17010

NOW **\$26,995** SAVE OVER \$8,200
WAS \$35,290

3.6 V6 I4, VVT
POWER SUNROOF
AM-FM-XM STEREO
KEYLESS ENTRY
WITH REMOTE START
ONSTAR

2017 CRUZE LT HATCHBACK Stk#17107

NOW **\$18,495** SAVE OVER \$8,600
WAS \$25,440

SUN & SOUND PACKAGE
8 WAY POWER SEAT
HEATED SEAT
BOSE SPEAKER SYSTEM

866-225-1775
www.jeffersonchevrolet.com
2130 E. JEFFERSON AVENUE
6 Blocks East of the GM RenCen • Detroit

SERVICE HOURS: Mon-Fri 7am-6pm
CLOSED SATURDAY & SUNDAY

SHOWROOM HOURS: MON. & THURS. 8:30AM-6PM / TUES, WED. & FRI. 8:30AM-6PM / FIND NEW ROADS

***WHILE FLEX CASH LASTS.

Winter Fun Fest!
BELLA VISTA INN - BOARDWALK GRILL & BAR

Shanty Days 2018
Feb. 16th-18th

JAGER GIRLS, free give aways, free pool and darts, DJ, dancing, dining and no cover charge!

Call for Reservations **Remodeled Rooms**
Caseville, MI **\$74 per night**

989-856-2650 www.bella-caseville.com

RED WING SHOES®

RED WINGS

Where Fit Comes First...

- Waterproof & Insulated
- Safety Toes
- Professional Fitting
- Wide Widths In Stock

The Preferred Style of Detroit's Auto Industry

RED WING SHOE STORE
M-F 10-8; Sat. 10-5; Sun. 12-4
33289 Mound Rd.
Just North of 14 Mile Rd. in Stover Plaza - on the west side of the street -
586-264-4500



Chevy Virtual Dynamics Lab 4D experience premiers at the auto show.

GM Used Latest Viewing Tech to Show off Cars

They say seeing is believing and Chevrolet used some new technology to help people see the potential of Chevy vehicles at the recent North American International Auto Show in downtown Detroit.

For the first time, Chevrolet offered auto show attendees a behind-the-scenes look at vehicle testing through a 4-D virtual reality experience.

"Chevrolet is committed to delivering high-quality, durable vehicles able to withstand some of the harshest weather conditions and most unique driving situations people encounter today," said Alan Batey, president of GM North America and head of Global Chevrolet.

"With this new Chevrolet Virtual Dynamics Lab experience, we are offering consumers the opportunity to be immersed in our rigorous testing processes and to better understand the capability built into our lineup of vehicles."

Auto show guests were invited to visit the Chevrolet display to experience the Virtual Dynamics Lab, Batey said. It was a curated 4-D experience that offered a virtual 360-degree, front seat passenger ride through a variety of courses, including gravel roads, extreme temperature labs and rock climbs that you would find at GM's test facilities.

IHS Markit Rates GM High in Owner Loyalty

CONTINUED FROM PAGE 1

tail crossover market more than any other manufacturer, said Cain, thanks to new models like the Cadillac XT5, Chevrolet Equinox, Chevrolet Traverse and GMC Acadia.

- Chevrolet was the fastest-growing crossover brand on a retail sales basis, Cain said, and crossovers helped GMC deliver its best annual total sales since 2005.

The company's crossover momentum is expected to continue in 2018, Cain said, which will mark its first full year of sales of the new Chevrolet Equinox and Traverse, the GMC Terrain and the Buick Enclave and the Regal TourX. Buick's loyalty award came after the brand delivered its best calendar year sales since 2004.

"Buick offers the unique brand promise of attainable luxury, with a fresh and broad vehicle lineup supported by an awarded sales and service network," said Duncan Aldred, vice president, Global Buick and GMC.

New Cherokee's Mission: Build on Momentum

CONTINUED FROM PAGE 1

nine-speed transmission and more than 80 safety and security features.

"A stunning, more premium design and the addition of our new fuel-efficient 2.0-liter turbo engine make the new 2019 Jeep Cherokee even more desirable in the mid-size SUV segment," said Manley. "In addition, Cherokee builds on its benchmark 4x4 capability and on-road dynamics with refinement and style, a host of new attributes, powertrains and the latest technology that is perfectly situated for consumers worldwide."

Available in five different trim configurations – Latitude, Latitude Plus, Limited, Overland and the rugged Trailhawk, the 2019 Jeep Cherokee is manufactured in the United States at the Belvidere (Ill.) Assembly Plant, Manley said. It will arrive in Jeep showrooms in the first quarter of 2018.

The 2019 Jeep Cherokee features an extensive new exterior design that highlights a completely fresh appearance and includes a major restyling of a number of signature components.

"Consumers will also appreciate new features, such as a new fuel door and capless fuel fill that eliminates the need to touch and turn the vehicle's gas cap when refilling – keeping their hands clean of fuel smell," Manley said. "A new contemporary look high-

lights the 2019 Jeep Cherokee rear profile with re-sculpted design cues, creating a more harmonic flow to the rear of the vehicle."

The new Cherokee's tail lamps remain an integral part of the rear backlight graphic, which includes a signature red "Feature Light" – a thin homogenous LED light strip that wraps individual stop, turn and reverse tail lamp applications.

The updated interior of the new 2019 Jeep Cherokee receives a fresh and elegant touch while remaining a practical and comfortable environment. Premium hand-sculpted forms tie signature Jeep design cues and high-quality materials together with precision craftsmanship.

A driver-oriented cockpit loaded with easy-to-use, useful technology, clever, thoughtful storage features and more than 80 available safety and security features – including eight standard air bags – provide occupants everything they need for any adventure they undertake, said Manley.

"The 2019 Jeep Cherokee offers a practical and dependable choice for everyday adventures with premium on-road manners and impressive fuel efficiency – courtesy of three engine offerings," Manley said.

"One of the most technologically advanced engines in the automotive industry, the all-new 2.0-liter direct injection turbocharged inline four-cylinder

engine is rated at 270 horsepower and 295 lb.-ft. of torque and is mated to a high-efficient nine-speed automatic transmission. Benefits of the new engine include outstanding fuel economy with engine stop-start (ESS) technology, low emissions, quick 0-60 mph launch performance, and enhanced drivability."

The 2.0-liter turbocharged I-4 engine is part of the Global Medium Engine architecture family and features double overhead camshafts (DOHC), dual independent camshaft timing, and a cooled exhaust gas recirculation (C-EGR) system.

This is the first time that the combined use of a twin-scroll turbocharger, C-EGR system, central direct injection and the independent liquid cooling intake of air, throttle body and turbo have been employed together, Manley said. This combination of technologies enables the high levels of performance and reduces fuel consumption.

Two additional high-efficient engine options are available in the 2019 Jeep Cherokee: the 3.2-liter Pentastar V6 and 2.4-liter PZEV MultiAir2 Tigershark I-4 – both mated to a nine-speed automatic transmission.


The new 2019 Jeep Cherokee is built on the proven Compact U.S. Wide (CUS-wide) platform's modular architecture that results in better quality and reliability, as well as lower costs, less development time and tooling, said Manley.

ATTN: GENERAL MOTORS EMPLOYEES!

You're invited!

Engineering a Successful Retirement

Presented by: James B. Kruzan, CFP®, CRPC®



FT
FINANCIAL
TIMES

Top
Financial
Advisers
2016

FT 400 Ranking March 2016

Join us for a 50-minute informative discussion on tips, techniques and strategies to get the most out of your GM sponsored benefits, and more!

Our nuts and bolts presentation answers:

- Effective ways to maximize post retirement tax free distribution without giving up current year tax deductibility.
- Construct a satellite strategy centered around your Retirement Savings Plan.
- Social Security maximization strategies.
- And more!

All attendees will be offered a complimentary retirement stress test.

TUESDAY, JANUARY 25, 2018

Meeting 1: 7:00 a.m. - 7:45 a.m. (breakfast included)
Meeting 2: 11:30 a.m. - 12:20 p.m. (lunch included)

LOCATION: Detroit Marriott at the Renaissance Center
400 Renaissance Drive
Detroit, MI 48243


THURSDAY, FEBRUARY 8, 2018

Meeting 1: 7:00 a.m. - 7:45 a.m. (breakfast included)
Meeting 2: 11:30 a.m. - 12:20 p.m. (lunch included)

LOCATION: Courtyard Marriott
30190 Van Dyke Ave., Warren, MI 48093
(across from GM Tech Center)

REGISTRATION REQUIRED. SPACE LIMITED TO 20 SEATS.

To reserve your seat, contact Evan Lian at (810) 593.1630 or email evan.lian@raymondjames.com.



KaydanWealthManagement.com | 329 W. Silver Lake Road, Fenton, MI 48430 | 2701 Cambridge Ct. Ste. 412, Auburn Hills, MI 48326 | Ph. 810.593.1624 | Fax: 810.593.1643

Investment advisory services offered through Kaydan Wealth Management, Inc. and Raymond James Financial Services Advisors, Inc.

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

The FT 400 was developed in collaboration with Ignites Research, a subsidiary of the FT that provides specialized content on asset management. To qualify for the list, advisers had to have 10 years of experience and at least \$300 million in assets under management (AUM) and no more than 60% of the AUM with institutional clients. The FT reaches out to some of the largest brokerages in the U.S. and asks them to provide a list of advisers who meet the minimum criteria outlined above. These advisers are then invited to apply for the ranking. Only advisers who submit an online application can be considered for the ranking. In 2016, roughly 980 applications were received and 400 were selected to the final list. The 400 qualified advisers were then scored on six attributes: AUM, AUM growth rate, compliance record, years of experience, industry certifications, and online accessibility. AUM is the top factor, accounting for roughly 60-70 percent of the applicant's score. Additionally, to provide a diversity of advisers, the FT placed a cap on the number of advisers from any one state that's roughly correlated to the distribution of millionaires across the U.S. The ranking may not be representative of any one client's experience, is not an endorsement, and is not indicative of advisor's future performance. Neither Raymond James nor any of its Financial Advisors pay a fee in exchange for this award/rating. The FT is not affiliated with Raymond James. space Neither Raymond James Financial Services nor any Raymond James Financial Advisor renders advice on tax issues, these matters should be discussed with the appropriate professional.

BECKY DOYLE is now at... **James Martin CHEVROLET**

DETROIT'S #1 CHEVY DEALER IN MIDTOWN

FREE Lyft is now available for customers at the Ren-Cen

2018 TRAX LT

LEASE FOR
\$207* PER MONTH 24 MONTHS \$0 DOWN 10K MILES PER YEAR
 OR
\$189* PER MONTH 36 MONTHS \$0 DOWN 10K MILES PER YEAR



2018 EQUINOX LT

LEASE FOR
\$252* PER MONTH 24 MONTHS \$0 DOWN 10K MILES PER YEAR
 OR
\$236* PER MONTH 36 MONTHS \$0 DOWN 10K MILES PER YEAR



2018 SILVERADO 1500 LT DBL CAB

LEASE FOR
\$257* PER MONTH 24 MONTHS \$0 DOWN 10K MILES PER YEAR
 OR
\$252* PER MONTH 36 MONTHS \$0 DOWN 10K MILES PER YEAR



All rebates to dealer includes Chevrolet, Buick or GMC lease loyalty. Payment plus tax, title, doc fee, license and acquisition fee \$650. Requires GM Employee discount. 10,000 miles year. Disposition fee may be required at lease turn in. With approved credit. Expires 1-31-18

Delivery to Home or Office
Contact me for the Best Chevy Deal!
 BeckyD@JamesMartinDetroit.com
 Direct: 313.875.0507
 Main: 313.875.0500
James Martin 6250 Woodward Ave. Detroit

CNET Likes Dodge's Driveline Technology

It's nice to have fans. "Roadshow by CNET" has named the high-performance drivetrain in the 2018 Dodge Challenger SRT Demon as the winner of the 2018 Roadshow Shift Award in the Driveline Technology of the Year category, said FCA spokesman Dan Reid.

Designed, engineered and built for absolute drag strip domination, the limited-production 2018 Dodge Challenger SRT Demon is powered by a 840-horsepower, supercharged 6.2-liter Hemi Demon V8 engine, making it the most powerful muscle car ever, said Reid, and the world's fastest quarter-mile production car with an elapsed time of 9.65 seconds at 140 miles per hour, as certified by the National Hot Rod Association.

To make all that horsepower and immense 770 lb.ft. of torque transfer to the pavement, Dodge//SRT engineers used a variety of proven drag racing strategies and several technology-firsts to build the first-ever production car to produce a front-wheel lift, as certified by Guinness World Records.

"We saw some amazing innovations on the powertrain front this year, and this was a hotly contested category, but in the end, the Roadshow team couldn't resist the lure of the Demon," said Tim Stevens, editor-in-chief, "Roadshow by CNET," the cable TV show. "The power output is of course phenomenal, but it's the extent of the technology that really impressed us, like ducting the air conditioning to chill the intake air. It's a hell of a package."

"Our performance-minded designers and engineers worked tirelessly to shake the foundation of the entire performance car industry with the 840-horsepower Dodge Challenger SRT Demon," said Tim Kuniskis, head of passenger cars, Dodge//SRT, Chrysler and FIAT, FCA North America.



The 2018 Challenger SRT Demon's power output had fans at CNET.

"In the quest for domination at the drag strip, Dodge//SRT engineers reviewed and strengthened every piece of the drivetrain to ensure it provides the ultimate in performance and durability."

Updates, said Reid, include:

- Supercharged 6.2-liter Hemi Demon V8 engine that produces 840 horsepower and 770 lb.ft. of torque when equipped with available Direct Connection engine controller (first ever for production car) and fueled with 100+ high-octane unleaded fuel. Engine develops 808 horsepower and 717 lb.ft. of torque with 91-octane fuel.
- Air-Grabber induction system includes the largest functional hood scoop (45.2 square inches) of any production car.
- First-ever, factory-production car with TransBrake combined with Torque Reserve, to deliver the highest g-force acceleration of any production car.
- Bilstein Adaptive Damping shocks have been tuned for drag racing, shifting as much weight as possible on the rear tires at launch for maximum traction. The weight

transfer improves rear tire grip by 11 percent.

The Dodge Challenger SRT Demon's driveline components were also upgraded to get all that power and torque to the rear wheels, on every run, Reid said.

Changes include:

- Upgraded prop shaft with a 15 percent increase in torque capacity. The prop shaft uses high-strength steel. Shaft tube thickness increases by 20 percent, and the stub shafts are heat treated for enhanced durability.
- The rear differential housing has 30 percent more torque capacity. The housing is made from heat-treated A383 aluminum alloy. New material for the gear set has higher fatigue strength, with a deeper case hardening depth and two-step shot-peening manufacturing process to increase compressive residual stress.
- The rear half shafts are larger in diameter; use a high-strength, low-alloy steel; and have 41 splines (up from 38), delivering a 20 percent increase in torque capacity. Eight-ball joints handle more torque, while reducing operating temperatures by more than 86 degrees Fahrenheit.

FCA Employees to Receive \$7,500 in Profit Share, Bonus

CONTINUED FROM PAGE 1

FCA US launched the Jeep Cherokee and the Jeep Wrangler in their new production locations, completing the first two actions of an industrialization plan designed to realign U.S. manufacturing capacity to expand the Jeep and Ram brands.

Production of the Jeep Cherokee moved from the north plant of the Toledo (Ohio) Assembly Complex, to the Belvidere (Ill.) Assembly Plant last June, following a \$350 million transformation. More than 300 new jobs were added to support Cherokee production, which began in June.

With the Cherokee's move, Tinson said the Toledo North plant embarked on a \$700 million overhaul to produce the next generation Jeep Wrangler. Production began in December with the addition of more than 700 new jobs.

The new Ram 1500 will begin production at the Sterling Heights Assembly Plant in the first quarter of 2018 after moving from the nearby Warren Truck Assembly Plant. Nearly \$1.5 billion was invested to convert the suburban Detroit facility from unibody to body-on-frame production. The plant will add 700 new jobs.

The company has also committed to spending \$2 billion and adding 4,500 new jobs in the Warren Truck Assembly Plant and the south plant of the Toledo Assembly Complex, Tinson said.

The Warren Truck Assembly Plant will be modernized to produce the Jeep Wagoneer and Grand Wagoneer alongside the Ram Heavy Duty, which will move from its current production location in Saltillo, Mexico.

The Toledo South plant will be retooled to build the new Jeep truck. All of these actions are expected to be complete by 2020.

In addition to profit sharing, UAW-represented employees will receive a special \$2,000 bonus payment in the second quarter.

Announced on Jan. 11, FCA will make the special bonus payment to approximately 60,000 hourly and salaried employees – excluding senior leadership – of FCA automotive and component operations in the U.S. because of U.S. tax reform legislation, Tinson said.

Ford 'Bullitt' Car Sold at Auction For Charity

CONTINUED FROM PAGE 1

children find the resources and skills to build meaningful lives on their own.

A prototype was shipped to Scottsdale, where it was driven on the Barrett-Jackson block by Chad McQueen, son of Hollywood star Steve McQueen.

"The Mustang Bullitt has been wildly popular since its unveiling in Detroit," said Mark Schaller, Ford Mustang brand manager. "Both it and the Ford GT represent the pinnacle of Ford engineering and design."

"I couldn't think of a better way to honor the Bullitt heritage than donating the car to Boys Republic, which was instrumental in helping Steve McQueen become an iconic Hollywood legend."

UP TO \$2,000 AUTO SHOW BONUS CASH

ST>RT SOMETHING NEW SALES EVENT

2018 AUTO SHOW EVENT

ALL LEASE PAYMENTS 0 DOWN

2018 JEEP COMPASS LIMITED 4X4



SALE PRICE \$22,820*

0 DOWN \$159* 24 MO. 10K
MSRP \$30,425

2017 DODGE JOURNEY GT AWD



SALE PRICE \$23,670*

0 DOWN \$137* 24 MO. 10K
MSRP \$36,285

2018 RAM 1500 SLT Crew Cab Big Horn 4x4



SALE PRICE \$32,641*

0 DOWN \$176* 24 MO. 10K
MSRP \$46,280

2018 CHRYSLER PACIFICA TOURING L



SALE PRICE \$30,663*

0 DOWN \$265* 36 MO. 10K
MSRP \$39,970

FOR YOUR BEST DEAL, IT'S Mike Riehl's www.riehlscars.com

ROSEVILLE

CHRYSLER Jeep DODGE RAM

NEED FINANCING? **Get Pre-Approved in Seconds!**
 www.RosevilleEZLoan.com

Mon & Thur 8:30AM-8:00PM • Tue, Wed & Fri 8:30AM-6:00PM
 • Saturday 9:00AM-2:00PM
25800 GRATIOT • ROSEVILLE (586) 859-2500

*PRICES AND PAYMENTS BASED ON EMPLOYEE ADVANTAGE DISCOUNT, PLUS TAX, TITLE, LICENSE, DOC FEE AND DESTINATION. 10,000 MILES PER YEAR. ALL FACTORY/FINANCE/LEASE LOYALTY REBATES ASSIGNED TO DEALER. SECURITY DEPOSIT WAIVED. MUST QUALIFY FOR PREFERRED CREDIT RATING. NOT EVERYONE WILL QUALIFY. INCENTIVES SUBJECT TO CHANGE BY MANUFACTURER. LEASE PAYMENTS INCLUDE ALL REBATES AVAILABLE. PICTURES MAY NOT REPRESENT ACTUAL VEHICLES. MUST TAKE DELIVERY FROM DEALER INVENTORY BY 1/31/18.

Jeep Brands Sponsor 2018 X Games

When the top athletes in winter action sports competed in ESPN's X Games Aspen, the Jeep brand was there.

This was the Jeep brand's 15th year as the exclusive automotive sponsor of ESPN's annual winter action sports competition, which took place between Jan. 25-28 at Buttermilk Mountain in Aspen Snowmass.

Fans of Jeep and the X Games got to see two 30-second television commercials featuring the new 2018 Jeep Wrangler, Jeep Compass and Jeep Renegade during the X Games programming on ESPN and on ABC, said Jeep spokesman Edward Cardenas. The TV commercials can be viewed on the Jeep brand's YouTube Channel, in addition to two additional videos created specifically for the partnership.

Additionally, there was "Athletes in Wranglers" digital and social content featuring X Games athletes Danny Davis, Maddie Mastro, Jackson Strong and Maggie Voisin in the new 2018 Jeep Wrangler.

Fans were able to follow the "Athletes in Wranglers" action on the X Games official YouTube, Facebook, Instagram and Twitter channels. Davis, Mastro, Strong and Voisin also featured the content on their official Facebook, Instagram and Twitter channels.

Those attending the X Games at Buttermilk Mountain were able to see and experience:

- The new 2018 Jeep Wrangler and the new 2017 Jeep Compass, which were on display during the games.
- The Jeep Snow Patrol Shuttle Service, which offered free rides daily between Buttermilk Mountain and several locations within downtown Aspen.
- A GIF booth, complete with screen featuring a snowy mountain/blue sky backdrop and rotating output display, allowing fans to sit in the new 2018 Jeep Wrangler, where they could take a series of photos and individually select their filter from three different options. They could then share images socially with the tag #JeepXGames.
- Jeep brand vehicles, which also appeared exclusively throughout locations across the mountain's competitive landscapes, including high atop the half-pipe.

Jazz Musician Awarded by Kresge Foundation

DETROIT (AP) - The Kresge Foundation has named jazz musician Wendell Harrison as winner of its Eminent Artist award for 2018.

The Troy-based foundation announced the awarding of the honor on Jan. 25.

The 75-year-old saxophonist, clarinetist and composer will also be receiving a \$50,000 prize as part of the honor.

Harrison says in a statement to the media that he's "always worked hard" and he's thankful for the award.

Harrison has been based in the Detroit area for most of his career.

Harrison is the 10th area artist to receive the Kresge Eminent Artist award since 2008 in recognition of professional achievements in an art form, contributions to the cultural community and dedication to Detroit and its residents.

In addition to Harrison receiving the cash award, the honor includes the creation of an artist monograph that will chronicle Harrison's life and career in the arts.

THERE IS STILL TIME TO TAKE ADVANTAGE OF AUTO SHOW BONUS CASH! MONDAY JANUARY 29TH IS A GREAT DAY! LARGEST AUTO SHOW EVENT EVER HELD! MONDAY 8:30 AM TO 9:00 PM

ABSOLUTE BEST SALE PRICES! ABSOLUTE BEST LEASE PAYMENTS! OVER 2500 TO CHOOSE FROM! 1100 NEW MUST BE CLEARED OUT! PLUS DELIVER YOUR NEW VEHICLE TO YOUR HOME OR WORK! HUGE AUTO SHOW SALES EVENT!

HOTTEST JANUARY RAM DEAL!
2018 Ram 1500 Crew Cab 4x4
 LEASE FOR **\$118** /MO
 24 Mos. \$100 due
 • Big Horn • 8.4 Touch Screen Radio • 20" Aluminum Wheels
 D8-12107

EXCLUSIVE HUYAERE AUTO SHOW 1500 CREW CAB HEMI BONUS CASH \$3000

Exclusive Huvaere **AUTO SHOW CASH** on 2018-Ram 1500 Crew Cab 4x4

HOTTEST JANUARY RAM DEAL!
2018 Ram 1500 SLT Quad Cab 4x4
 LEASE FOR **\$117** /MO
 24 Mos. \$100 due
 • Big Horn • 8.4 Touch Screen Radio • 20" Aluminum Wheels
 D8-12499

HUYAERE AUTO SHOW CASH
HOTTEST JANUARY LEASE DEAL!
2018 Dodge Charger GT AWD
 LEASE FOR **\$105** /MO
 24 Mos. \$195 due
 • Nappa Leather • All Wheel Drive
 D8-11052

EXCLUSIVE HUYAERE AUTO SHOW TRADE-IN BONUS CASH \$1800

No Matter What Make or Condition, We Can Help! Appraised Value **PLUS \$1800**

HUYAERE AUTO SHOW CASH
LARGEST AUTO SHOW SALES EVENT EVER HELD!
MONDAY 8:30AM TO 9:00PM
DEALING LIKE NEVER BEFORE!

HUYAERE AUTO SHOW CASH
EXCLUSIVE HUYAERE AUTO SHOW MATCH CASH \$1800

EXCLUSIVE HUYAERE AUTO SHOW MATCH CASH \$1800

We Will **Double Your Down Payment** up to **\$1800**

\$3000 RAM 1500 CREW CAB 4X4 EXCLUSIVE HUYAERE BONUS CASH!

- Great Lakes Bonus Cash • Lease Loyalty • Conquest Lease Loyalty • Military
- FCA Employee Discount • Supplier Discount • Friends/Family Discount • Auto Show Cash

2018 RAM 1500 CREW CAB 4X4 BIG HORN
 D8-12147
3.6L Pentastar
 LEASE FOR **\$117** /MO
 24 Mos. \$495 due
\$2839 24 MONTH 1 PAY LEASE
\$3000 HUYAERE BONUS CASH

2018 RAM 1500 CREW CAB 4X4 NIGHT EDITION
 D8-12254
3.6L Pentastar
 LEASE FOR **\$107** /MO
 24 Mos. \$895 due
\$3451 24 MONTH 1 PAY LEASE
\$3000 HUYAERE BONUS CASH

CHRYSLER JANUARY PACIFICA SPECIALS
2018 CHRYSLER PACIFICA TOURING L
 • Perforated Leather Seats
\$1800 Huvaere Match Cash
\$500 AUTO SHOW CASH
2018 LEASE FOR \$88 /MO
 24 Mos. \$1495 due
 C8-41022

Jeep 2018 JEEP COMPASS 4X4
Latitude Limited Trailhawk
 J8-11398 J8-11391 J8-11357
LEASE FOR \$112 \$117 \$111 /MO
 24 Mos. \$100 due

DODGE JANUARY CHARGER SPECIAL
2018 Dodge Charger GT AWD
24 MONTH 1 PAY LEASE \$4,365
 Nappa Leather Sport Seat
 Blind Spot Detection
 Cross Path Detection
 Heated/Cooled Seats
 Heated Steering Wheel
 HID Head Lamps
LEASE FOR \$105 /MO
 24 Mos. \$1595 due
 D8-71052

\$1000 NORTH AMERICAN INTERNATIONAL AUTO SHOW CASH ON 2018 PACIFICA
JANUARY IS THE TIME TO BUY OR LEASE!

2017 JEEP GRAND CHEROKEE LIMITED 4X4
 • Leather Trimmed Seats
 • U Connect
 • 8.4 Navigation
 • Blind Spot & Cross Path Detection
\$467 /MO
 84 MO. BUY
\$32,999 SALE PRICE
 \$1995 due
 J7-20464

INCREDIBLE CHARGER LEASE SPECIALS
2018 DODGE CHARGER R/T 392
LEASE FOR \$287 /MO
 24 Mos. \$1995 due
 D8-71001

2018 CHRYSLER PACIFICA TOURING PLUS
 • 8.4" Radio With Navigation
\$1800 Huvaere Match Cash
\$500 AUTO SHOW CASH
2018 LEASE FOR \$111 /MO
 24 Mos. \$1495 due
 C8-41047

2018 JEEP GRAND CHEROKEE LIMITED 4X4
LEASE FOR \$193 /MO
 24 Mos. \$1995 due
 J8-20142

2017 DODGE CHALLENGER GT AWD
SALE PRICE \$27,238
INCREDIBLE CHALLENGER LEASE SPECIALS!
2018 DODGE CHALLENGER R/T
LEASE FOR \$139 /MO
 24 Mos. \$1995 due
 D8-50008

DICK HUYAERE'S RICHMOND, MI
67567 S. Main St. Richmond

2018 JEEP GRAND CHEROKEE ALTITUDE EDITION 4X4
LEASE FOR \$189 /MO
 24 Mos. \$1995 due
 J8-20066

2017 GRAND CARAVAN SXT
 • Blacktop Package
 • Driver Convenience Group
SALE PRICE \$22,973
 D7-40941

2017 JEEP WRANGLER UNLIMITED 4X4
LEASE FOR \$183 /MO
 36 Mos. \$1995 due
 J7-30089

2018 DODGE DURANGO SXT AWD
LEASE FOR \$219 /MO
 36 Mos. \$1995 due
 D8-30008

855-570-2373
Online at: DriveEnvy.com
SALE HOURS:
 Monday and Thursday 8:30-9:00
 Tues., Wed. and Fri. 8:30-6:00
 Saturday 9:00-4:00

Picture may not reflect actual vehicle. * The FCA US LLC (formerly Chrysler Group) Employee Advantage Purchase program sale prices and lease payments quoted. Just add tax, title, doc fee and destination charge. ** 24, 30, 36 month FCA US LLC employee leases. The amount due on all leases require amount due plus monthly tax, cap cost reduction tax, first payment, title, plate, doc fee and destination charge. Security deposit is waived on all lease payments. Lease payments are 10,000 miles per year. 20 cents per mile thru Ally or 25 cents thru Chrysler Capital for excess mileage. Customer must qualify for 1 or 3 tier credit approval. Payments subject to change due to lower approved credit tier. Banks may require to prove income and residency for credit approval. Customer is responsible for excess wear and tear. Total deferred price is the sum of the purchase price, plus doc fee, sales tax, and accrued finance charges over the term of the loan. All rebates and program monies assigned back to dealer. All prices and lease payments are based off FCA US LLC incentives thru the Great Lakes Business Center. Rebates as retail consumer cash, lease cash, lease loyalty, military, trade assist cash, finance bonus cash and all other Great Lakes offers will be applied. The dealer invoice amount is not a net factory price to dealer. Customers may not qualify for all offers, incentives, discounts or financing offers. See dealer for qualifications and complete details. Exclusive Huvaere new car cash coupon has been applied to all sale and lease payments in this ad. Vehicle sale prices include Chrysler Capital bonus cash-must finance thru Chrysler Capital. Ram leases include Great Lakes Truck Conquest Bonus cash. *Sale prices include lessee loyalty retail bonus cash, customer must qualify. 1.84 month buy, 2.99% APR with approved credit. Ram payments include Ram to Ram Loyalty Rebate.

New Program Helps Autistic Find Jobs at General Motors

by Jim Stickford

Who says that Detroit auto-makers can't learn valuable lessons from each other?

Not Natasha Barber and Mike Rhadigan.

They both work at General Motors and have put together a program designed to help those with autism get jobs at General Motors. Where did they get the idea? From a similar program at Ford Motor Company.

"I run an autism blog called, 'Autism Moms Know Safety' because of my son Joshua. The blog is outside my duties at GM," Barber said. "I am a senior buyer in Global Raw Materials, and one day a parent who reads my blog pointed me to an article about a program at Ford about how they have a program designed to help people with autism get jobs at Ford. The person who read my blog asked why we wouldn't do something like this for GM."

Barber said her youngest son is on the autism spectrum and wanders off a lot. The blog allows her and other parents of autistic children to share what they've learned parenting those with autism.

Barber contacted her boss, Steve Kiefer, a senior vice president at GM Global Purchasing & Supply Chain (GPSC). Kiefer asked for a copy of the article.

"He forwarded it to Kevin Smith, who is human resources head at Global Purchasing," Barber said. "Kevin put me in touch with Mike Rhadigan. That was a good fit. He is a Human Resources Business Partner. Mike and I touched base just before the Fourth of July break in 2016. In August, we sat down with the fine people at Autism Alliance of Michigan."

Among the people from the



Natasha Barber

Alliance was Tammy Morris, Barber said. She came with the Alliance CEO.

"We walked through what they could do for us if we created a program to hire those with autism," Barber said. "They have a detailed program on how to place people, but it's not the GM way. By that, I mean GM has its own processes in place for hiring people and we had to bring these two methods together."

The thing to remember, Barber said, is that the Autism Alliance has a job bank of about 300 people who are currently looking for work.

These are people with skills but who have been unemployed or underemployed for years, Barber said.

"Some of these people have advanced degrees," Barber said. "They have skills and have been on hundreds of job interviews, but they, because of their autism, aren't great at interviews. They might not look someone in the eye, or they may be very uncomfortable in a strange environment."

"The main thing about a job interview is selling yourself, and

when you can't do that, you can't get a job."

So, Barber said, the pilot program they created called for them to find a need within GM, and then the Alliance goes to its job bank to see if anyone in the bank has the skills appropriate for the job.

Once a candidate is identified, the Alliance then works with the candidate and with the people at GM for the interview. The original plan for the pilot program was to get two people hired. It turned out to be so successful that GM has hired three people from the Alliance job bank.

The work of the Alliance doesn't end there, Barber said. They work with the job holders and GM staff during the first days of the hire's job to make sure that everyone get acclimated to each other and the hires get used to their jobs and environments.

"The job bank has people with a wide variety of skills," Barber said. "I am talking about skills that range from professional cabinet maker to CPAs. They have qualified engineers who have ended stacking shelves at Kohl's. Some have never worked because they don't interview well."

Barber credits Jeff Morrison, executive director, Strategic Planning & Development; Christopher Naegeli, executive director, Global Thermal Systems, Raw Materials & GPSC Mexico; and Shilpan Amin, executive director, GPS Vehicle Integration and Operations, for taking a chance and hiring people who others might consider unsuitable for a job at GM.

"This is important," Barber said. "There are so many people out there who need and want to work. And GM has a lot of jobs where it can be difficult to find the right people. When most peo-

ple hear the word 'autism,' they think of the Rain Man."

There are a lot of people on the autism spectrum, Barber said, and they aren't all like the Rain Man. And the Alliance wants to expand who they work with to get jobs beyond those who have autism, Barber said. Educating the public in general and the managers at GM is vital if people want to help those with autism and other handicaps become employed.

That's where Rhadigan comes in. He helps the Alliance navigate the GM hiring process.

"This is an awesome partnership we have with the Alliance," Rhadigan said. "Natasha and I have worked to make the partnership function. She brings the passion and I have the institutional knowledge to guide such programs through the GM system. The big thing I've learned about is the staggering level of unemployment and underemployment within this community. It can be in excess of 90 percent. We have a lot of jobs that require the ability to concentrate on repetitive tasks and it can be difficult to find people willing to do them."

"The jobs need real focus. And, thanks to the Alliance, we have been able to find people who can concentrate on these tasks. I think this program can grow with the help of our partners at the UAW. We can hire more people."

The task now, Rhadigan said, is to make more managers within GM aware of the program and how they can participate.

Barber's and Rhadigan's efforts were recently acknowledged by the Michigan Association of Rehabilitation Organization (MARO). She late last year went to Grand Rapids to accept an award from MARO on behalf

of GM. She then sat on a panel and answered questions about how GM has worked with the Alliance to help people get jobs.

"We have a vision and we want to see what we call the DEMAND (Driving Employment to Meet Automotive Needs through Diversity) expand," Barber said. "Mike and I are working to expand its reach to those with other disabilities."

Rhadigan added, "As we see new people enter the workforce, we are seeing that they want to work and want to do a good job. Others are now seeing that – and that they don't bring a lot of baggage with them. These people are so enthusiastic. It's exciting to see them at work."

Detroit Land Bank Has New Hours

DETROIT (AP) – The Detroit Land Bank Authority is launching a program that will allow city residents to ask questions, voice concerns and discuss revitalization strategies for their neighborhoods.

The authority's Neighborhood Office Hours kick off this Thursday 4-7 p.m. at Farwell Recreation Center on Detroit's east side. Land Bank representatives will be available.

Meetings will be held on the third Thursday of every month and will rotate between the seven City Council districts in Detroit.

The Land Bank manages vacant city-owned properties. Its programs include home auctions and the sale of side lots. Available side lots can be purchased during the Neighborhood Office Hours.

TRANSPARENT PRICING

Auto Show Bonus Offers!

The Best Price is a Transparent One

- Lease price with taxes + fees included
- Zero Security Deposit required with easier down payments.
- Only Realistic Rebates
- An experience built upon complete transparency.

SELLERS

REPUTATION IS EVERYTHING



38000 Grand River Ave. | Farmington Hills, MI 48335

888-504-2960 | SellersBuickGMC.com

See Dealer for Details

2018 Buick Encore

Preferred FWD Lease Offer MSRP: \$25,410

\$206 per month

TRANSPARENT PRICING

INCLUDES: ALL TAXES & FEES, NO SECURITY DEPOSIT

INCENTIVES INCLUDED: GM EMPLOYEE PRICE, GM LEASE LOYALTY



expires 1.31.2018



39 months

10,000 miles year

\$510 total due at signing (includes first month payment)

2018 Buick Envision

Preferred FWD Lease Offer MSRP: \$36,925

\$320 per month

TRANSPARENT PRICING

INCLUDES: ALL TAXES & FEES, NO SECURITY DEPOSIT

INCENTIVES INCLUDED: GM EMPLOYEE PRICE, GM LEASE LOYALTY



expires 1.31.2018



36 months

10,000 miles year

\$656 total due at signing (includes first month payment)

2018 GMC Terrain

SLE FWD Lease Offer MSRP: \$29,370

\$277 per month

TRANSPARENT PRICING

INCLUDES: ALL TAXES & FEES, NO SECURITY DEPOSIT

INCENTIVES INCLUDED: GM EMPLOYEE PRICING, GM LEASE LOYALTY



expires 1.31.2018



36 months

10,000 miles year

\$532 total due at signing (includes first month payment)

2018 GMC Acadia

SLE1 FWD Lease Offer MSRP: \$34,000

\$287 per month

TRANSPARENT PRICING

INCLUDES: ALL TAXES & FEES, NO SECURITY DEPOSIT

INCENTIVES INCLUDED: GM EMPLOYEE PRICE, GM LEASE LOYALTY



expires 1.31.2018



36 months

10,000 miles year

\$564 total due at signing (includes first month payment)

Offers include: Tax, Title, Plate, Transfer, CVR, Doc Fee, GM Employee Pricing, GM Lease Loyalty (must have a 1999 or newer GM lease in household), and 1st Month's Payment. No security deposit required. See dealer for details.

MORAN CHEVROLET

AUTO SHOW Sales Event!

FINAL DAYS... THIS MONDAY, TUESDAY AND WEDNESDAY!

2018 CRUZE "LT"



- Automatic Transmission!
- Color Touch Screen Radio!
- Aluminum Wheels!
- Remote Keyless Entry!
- Rear Vision Camera!
- Bluetooth for Phone!

Stock# J40930
NO Employee Discount REQUIRED!

Was \$22,325 Sale Price: **\$16,588***

24 MONTH LEASE

\$159*

\$999 Down

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

The Best Price... PERIOD!

2018 TRAX "LT"



- Color Touch Screen Radio!
- Remote Start and Entry!
- Aluminum Wheels!
- Rear Camera!
- Power Sunroof!
- Bluetooth for Phone!

Stock# J41412
NO Employee Discount REQUIRED!

Was \$25,445 Sale Price: **\$18,899***

24 MONTH LEASE

\$159*

\$999 Down

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

The Best Price... PERIOD!

LEASE LOYALTY for Current Chevrolet, Buick and GMC Lessees!*

2018 "All New" EQUINOX "LT"



- Color Touch Screen Radio!
- Bluetooth for Phone!
- Rear Vision Camera!
- Remote Keyless Entry!
- Aluminum Wheels!
- Push Button Start!

Stock# J41857
NO Employee Discount REQUIRED!

Was \$27,745 Sale Price: **\$22,388***

24 MONTH LEASE

\$179*

\$999 Down

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

The Best Price... PERIOD!

2018 SILVERADO "LT" 4WD DOUBLE CAB



- ECOTEC3 4.3L V6 Engine!
- GM Bed Liner INCLUDED!
- Color Touch Screen Radio!
- Steering Wheel Radio Controls!
- Remote Keyless Entry!
- Aluminum Wheels!

Stock# J40400
NO Employee Discount REQUIRED!

Was \$41,710 Sale Price: **\$30,999***

24 MONTH LEASE

\$189*

\$999 Down

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

The Best Price... PERIOD!

Use Your GM CARD EARNINGS and BONUS CARD EARNINGS to Save Even More!*

2018 MALIBU "LT"



- Color Touch Screen Radio!
- Bluetooth for Phone!
- Rear Vision Camera!
- Aluminum Wheels!
- Power Driver's Seat!
- Remote Start and Entry!

Stock# J41267

Was \$26,895 Sale Price: **\$19,498***

24 MONTH LEASE

\$189*

\$999 Down

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

The Best Price... PERIOD!

2018 "All New" TRAVERSE "LS"



- 3.6L V6 SIDI VVT Engine!
- 8 Passenger Seating!
- Color Touch Screen Radio!
- Rear Vision Camera!
- 18" Aluminum Wheels!
- Remote Keyless Entry!

Stock# J40311

Was \$32,995 Sale Price: **\$26,998***

24 MONTH LEASE

\$259*

\$999 Down

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

The Best Price... PERIOD!

We'll Give You \$2000 MINIMUM for Your Trade-In... GUARANTEED!*



SHOWROOM HOURS:

Monday 8:00 AM - 9:00 PM
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 require except where noted. Leases are 10,000 miles per year. Disposition fee may be required at lease turn in. \$2000 Minimum offer is on 2006 or newer vehicles with under 150,000 miles. No salvage, rebuilt or branded titles. Certain restrictions apply, see dealer for complete details on all incentives/offers. Sale ends 1/31/2018 @ 6:00PM.



Michigan Seeking Ways to Prevent Wrong-Way Driving

DETROIT (AP) – Michigan police and the state Department of Transportation are working to stop wrong-way drivers.

The Transportation Department has been installing better signs, new lane guides and modifying exit ramps, the Detroit Free Press reported. Officials are concentrating efforts in Wayne, Oakland and Macomb counties.

The department is focusing on exit ramps that are prone to wrong-way drivers, said Josh Carey, the department's traffic safety engineer for the metro-Detroit region.

"This tends to happen a lot on older ramps, where you have the entrance and the exit right next to each other," Carey said.

The state will modify exit ramps by adding reflector strips and upgrading signs that say, "Wrong Way."

"We're adding more reflectivity to those signs and we're lowering them because we found out impaired drivers don't see normally," Carey said.

Impaired drivers have a narrower and lower view of the roadway, he said.

There are only about four to six confirmed cases of wrong-way drivers each month, according to police. While few of those end in crashes, those that do are typically fatal, Michigan State Police said.

At least eight motorists died in wrong-way driving crashes in the state from 2011 through 2016, said Gary Bubar, AAA Michigan traffic safety specialist.

Motorists who are driving after the sun sets should be particularly alert for potential wrong-way drivers, said State Police First Lt. Mike Shaw.

Detroit Outfit Shows Off Its Flying Vehicle at Car Show

It's not a flying car, but it's pretty close.

AirSpace Experience Technologies, (AirSpaceX), a subsidiary of Detroit Aircraft Corp. (DAC), revealed a sub-scale model of its autonomous, electric VTOL aircraft, "MOBi-ONE," at the North American International Auto Show (NAIAS) in Detroit last week.

MOBi-ONE is designed to autonomously take off like a helicopter, fly like a plane, and transport passengers or cargo between urban centers, suburbs, and airports within 60 miles, said says JP Yorro, chief commercial officer at AirSpaceX, which operates out of the Coleman A. Young Municipal Airport in Detroit.

MOBi-ONE will fly at a top speed of 250 mph, leveraging existing Electric Vehicle (EV) architecture and autonomous technologies, Yorro said.

Recent advances in electric propulsion, automation, and lightweight materials now make the development of this new class of aircraft possible.

"MOBi-ONE will offer clean, quiet, and connected on-demand air mobility to the mass traveling public at an affordable price," said Jon Rimaneli, founder and CEO of Detroit Aircraft and AirSpaceX. "Our vision is to mass produce aircraft leveraging lean automotive design and mass production techniques so our vehicles are affordable to the mass traveling public."

"Our goal is to deploy 2,500 aircraft at the nation's 50 largest cities by 2026, targeting existing infrastructure at first," said Yorro. "The MOBi development program will be capital intensive, but air Mobility as a Service could generate billions for the economy. We are considering a broad array of financing options, including potential fractional

ownership interest and profit-sharing models.

"Last year, U.S. drivers wasted an aggregate \$300 billion in fuel and productivity sitting in traffic jams, yielding 38 billion pounds of carbon emissions. Not only is traffic taking over our lives, it is harming our environment."

"There is an urgent need for innovation in urban mobility," said Rimaneli, "and I believe on-demand air mobility will go a long way toward reducing pressure on roads while improving the quality of life for commuters on the ground."

MOBi-ONE was designed and built by Detroit Aircraft Corp. at Detroit City Airport, Yorro said. AirSpaceX teamed with Camilo Pardo, known as the chief designer of the 2005 and 2006 Ford GT, in MOBi-ONE's design.

Yorro said Pardo and Rimaneli began working together in 2011, prototyping and developing several VTOL concepts over the years.

"The evolution of these prototypes culminated in an iconic design with the MOBi-ONE. We wanted to create an aircraft with a unique appearance that stands alone and also reflects its function," said Pardo.

Upon completion of the engineering packages, a full-scale aircraft will be manufactured, undergo Part 27 Certification, and be operated by AirSpaceX, Yorro said.

The sub-scale MOBi-ONE was taken from clean sheet design, fabrication and assembly in four weeks for display Jan. 14-21 at Cobo Center in downtown Detroit in the AutoMobili-D Technology Showcase during this year's auto show.

Yorro said the DAC was founded in 2011 to design pilot-optional aircraft systems for military and commercial applications,



AirSpaceX's MOBi-ONE was unveiled at the 2018 NAIAS.

DAC has designed and licensed a series of multi-rotor aircraft for commercial data collection and package delivery.

DAC has provided contract manufacturing, testing, marketing, sales, training, and MRO for a leading United States Defense Contractor, and has built more than 70 small elec-

tric VTOL aircraft since 2013.

Yorro said that in 2015, DAC identified an automotive EV architecture making large-scale multi-rotor aircraft feasible for cargo and passenger transportation. AirSpaceX, a subsidiary of DAC, was founded to fund manufacturing and certification of MOBi-ONE.

MCC Board Approves New Millage Ballot

A ballot proposal to combine, restore and continue prior voter-approved operating and technology millages was approved for placement on the ballot in the May 8, 2018, election by the Macomb Community College Board of Trustees at its Jan. 17 meeting.

When approving the ballot, the MCC board stated that the millage is vital to the operations of the college, comprising 26 percent, \$36 million, of the college's operational budget and will expire in 2020, said MCC spokeswoman Jeanne Nicol.

"Macomb Community College is an indispensable resource that residents rely on for education and training that connects to workplace opportunity," said Jennifer Haase, chair, Macomb Community College Board of Trustees. "The millage is critical to ensuring that the college can continue providing up-to-date programs that position residents for in-demand careers and the community for economic success."

The ballot proposal seeks approval of a 1.464 mill levy, the amount Macomb County voters approved in 2000, Nicol said. Since then, the college's millage has been subject to seven Headlee rollbacks, reducing the millage rate to 1.4072 mills and equating to \$1.5 million annually.

Restoration of the original millage rate would result in an increase of less than \$3 per year for a house with a taxable value of \$50,000 (approximate sale value of \$100,000).

"We're committed to a balanced fiscal approach to support strategic investment in programs and resources, while maintaining affordable tuition and a low millage rate," said James O. Sawyer IV, Ed.D., president, Macomb Community College.

"About 80 percent of Macomb's students leave the college debt-free and the majority of our graduates remain in the community to live and work, significantly contributing to Macomb County's future."

The largest portion of the college's operating revenue comes from tuition, comprising 43 percent of its budget, Nicol said. Local property taxes – the millage – provide 26 percent, state appropriations provide 25 percent and other revenue, such as grants and investment income, provide 6 percent.

Macomb's millage rate will remain third-lowest among Michigan's 28 community colleges if the restoration is adopted.

More information about the millage as well as the actual ballot language are available at www.macomb.edu/millage.

Hyundai Issues New Recall

DETROIT (AP) – Hyundai is recalling nearly 88,000 cars in the U.S. because an electrical short in the antilock brake system could cause engine-compartment fires.

The recall affects certain 2006 Sonatas and 2006 through 2011 Azeras.

Hyundai says in government documents posted Jan. 24 that water can get into the antilock brake module and cause a short in the affected vehicles.

The module can overheat and cause a fire even when the cars in question are turned off and not running.

Hyundai officials said that despite this issue, there is no need to park the cars under recall outdoors until needed repairs are made.

To fix the problem, dealers will install a relay in the main electrical box to shut down the antilock brake modules while the cars are turned off.

The recall should begin Feb. 23.

Documents show one over-

heated module in South Korea and smoke in an engine compartment in the United States near the antilock brake module in the recalled vehicles.

The cars in question don't need to be parked outside because the recall is precautionary to address a problem that occurs only in extremely rare conditions, Hyundai spokesman Michael Stewart said.

The conditions include moisture getting into the ABS module, typically from high-pressure engine washing, an electrical short from the moisture, and continuous power to the ABS module "while the vehicle is stored for an extended period of time with the key off," Stewart said in a statement to the media at the time of the recall.

Hyundai has no concerns about the short-circuit happening while engines are running because the condition is specific to having the key in the off position and the cars being stored for one to two weeks, Stewart wrote in the company statement.

VYLETTEL

BUICK | GMC

AUTO SHOW SALES EVENT

<p>EXPERIENCE THE NEW BUICK</p> <p>2018 BUICK ENCLAVE ESSENCE</p> <p>36 MONTH/10K PER YEAR LEASE FOR ONLY \$386* \$1,999 DOWN</p>  <p>STK#6361-18 • DEAL#72567 *GMS PRICING. MUST HAVE BUICK GMC LEASE LOYALTY. \$1999 DOWN PLUS TAX, TITLE, PLATE & DOC FEE. NO SECURITY DEPOSIT REQUIRED!</p>	<p>2018 BUICK ENCORE PREFERRED</p> <p>39 MONTH/10K PER YEAR LEASE FOR ONLY \$189* \$999 DOWN</p>  <p>STK#6168-18 • DEAL#72569 *GMS PRICING. MUST HAVE BUICK GMC LEASE LOYALTY. \$999 DOWN PLUS 1ST PAYMENT, TAX, TITLE, PLATE & DOC FEE. NO SECURITY DEPOSIT REQUIRED!</p>	<p>GMC WE ARE PROFESSIONAL GRADE</p> <p>2018 GMC SIERRA SLE 4X4 • DOUBLE CAB</p> <p>36 MONTH LEASE FOR ONLY \$228* \$999 DOWN GREAT DEAL! 10K PER YEAR</p>  <p>STK#7292-18 • DEAL#72573 *GMS PRICING. MUST HAVE BUICK GMC LEASE LOYALTY. \$999 DOWN PLUS 1ST PAYMENT, TAX, TITLE, PLATE & DOC FEE. NO SECURITY DEPOSIT REQUIRED!</p>	<p>2018 GMC ACADIA DENALI</p> <p>36 MONTH LEASE FOR ONLY \$329* \$1,999 DOWN 10K PER YEAR</p>  <p>STK#7661-18 • DEAL#72571 *GMS PRICING. MUST HAVE BUICK GMC LEASE LOYALTY. \$1999 DOWN PLUS 1ST PAYMENT, TAX, TITLE, PLATE & DOC FEE. NO SECURITY DEPOSIT REQUIRED!</p>
<p>2018 BUICK ENVISION ESSENCE</p> <p>36 MONTH/10K PER YEAR LEASE FOR ONLY \$289* \$1,999 DOWN</p>  <p>STK#6402-18 • DEAL#72568 *GMS PRICING. MUST HAVE GM LEASE LOYALTY. \$1999 DOWN, PLUS 1ST MONTHS PAYMENT, TAX, TITLE, PLATE AND DOC FEE. NO SECURITY DEPOSIT REQUIRED!</p>	<p>2017 BUICK REGAL SPORT TOURING</p> <p>27 MONTH/10K PER YEAR LEASE FOR ONLY \$288* \$0 DOWN</p>  <p>STK#5786-17 • DEAL#72565 *MUST HAVE GMS PRICING AND BUICK GMC LEASE LOYALTY. PLUS 1ST PAYMENT, TAX, TITLE, PLATE & DOC FEE. NO SECURITY DEPOSIT REQUIRED!</p>	<p>ALL NEW 2018 GMC TERRAIN SLE</p> <p>36 MONTH LEASE FOR ONLY \$226* \$999 DOWN 10K PER YEAR</p>  <p>STK#7721-18 • DEAL#72570 *GMS PRICING MUST HAVE BUICK GMC LEASE LOYALTY. \$999 DOWN PLUS 1ST PAYMENT, TAX, TITLE, PLATE & DOC FEE. NO SECURITY DEPOSIT REQUIRED!</p>	<p>2018 GMC YUKON XL PREMIUM EDITION</p> <p>36 MONTH LEASE FOR ONLY \$639* \$1,999 DOWN 10K PER YEAR</p>  <p>STK#8018-18 • DEAL#72578 *GMS PRICING. MUST HAVE BUICK GMC LEASE LOYALTY. \$1999 DOWN PLUS 1ST PAYMENT, TAX, TITLE, PLATE & DOC FEE. NO SECURITY DEPOSIT REQUIRED!</p>
<p>2017 BUICK LACROSSE ESSENCE</p> <p>NOW \$26,599* WAS \$40,985 WOW!</p>  <p>STK#5223-17 • DEAL#72566 *GMS PRICING. MUST HAVE A BUICK GMC LEASE IN HOUSEHOLD. PLUS TAX, TITLE, PLATE, & DOC FEE.</p>		<p>2018 GMC CANYON SLT • CREW CAB</p> <p>WAS \$41,375 \$34,456* LEATHER • NAV • LANE DEPARTURE ROSE • SPRAY ON BED LINER</p>  <p>STK#7849-18 • DEAL#72579 *GMS PRICING. MUST HAVE TRADE IN @ BUICK GMC LEASE LOYALTY. PLUS TAX, TITLE, PLATE & DOC FEE.</p>	
<p>VISIT OUR WEBSITE TO SEARCH FOR MORE VEHICLE SELECTIONS AT WWW.VYLETTEL.NET</p> <p>40755 Van Dyke • Sterling Heights • 586.977.2800</p> <p>WWW.VYLETTEL.NET</p> <p>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</p> <p><small>*Lease figured with \$1500 Dealer Inc. Certain rates Program subject to change while IN Supplies Last. *Lease example is Shock 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 qualifies to customers who have a non GM lease in household set to expire within 365 days of new lease/purchase delivery date. *Buick/GMC lease loyalty rebate applies to customers who have a current Buick/GMC lease in household. INC Certifi. rates may apply to lease/purchase examples and are good while dealer supply lasts. Prices subject to change during the month of January 2018. *GM Employee Pricing Plus Tax, Title, Lic. and Doc. No Security Deposit Required. *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 1/31/18.</small></p>			

Public Served by Latest Silverado Truck's Engineering, Designs and Innovations

For Scott Damman, lead development engineer on the 2019 Chevrolet Silverado pickup truck, failure was not an option.

The reason, Damman said, was simple – trucks are a huge profit center for automakers and the competition for the marketplace is fierce. So when Chevrolet unveiled the 2019 Silverado at the 2018 North American International Auto Show (NAIAS), there were real stakes involved.

"I would say that the biggest difficulty we had, when engineering the 2019 Silverado, was weight savings," Damman said. "This was at the same time and the power team had to develop ways to get the performance our customers demanded out of the truck. We worked with our suppliers to be on the cutting edge of materials and new tech."

That meant doing things like figuring out where to put metal in the frame and take metal out of the frame, Damman said. They found ways to reduce the frame by 80 pounds while keeping strength. They did this by varying the thickness of the metal used in the frame. Where strength was needed, the frame was thicker. Where strength wasn't as important, the frame wasn't as thick.

In order to do this, they had to develop new manufacturing technology and processes, Damman said. That reduction in weight of 80 pounds mattered because every little bit helps when it comes to improving mileage.

"We wanted to innovate and look at new ways to be at the forefront of fuel economy for trucks," Damman said. "That 80 pounds allows us to give back to your customers."

"We also created the Dynamic Fuel Management system. This allows the engine to shut off between one and seven cylinders while the truck is traveling, depending on the driving conditions. The fewer cylinders in operation, the less fuel is used. We are proud that we are the first people to use a dynamic fuel management system. It's certainly a step up from the older active fuel management system."

Damman credits working with suppliers to help create the new system. The biggest surprise in engineering the Silverado was just how hard it was to innovate.

"Chevy has been building trucks for 100 years," Damman said. "We ended up developing eight different versions of the 2019 Silverado to meet all our



Maes shows off the 2019 Silverado at NAIAS.

customers' different demands. That includes space. Trucks are evolving. They used to be work vehicles, now people use them for family vehicles to haul the kids and groceries. They use trucks for towing. That meant finding ways to generate power and create additional interior spaces to store things."

And Damman said that the Silverado was created by engineers, designers and marketing people working together. The goals for the truck were really set by listening to customers and what these customers wanted.

One of the people who worked with customers to learn their needs was Jeff Maes, marketing product manager for the new Silverado.

"We did a lot of research to find out just what prices and what content levels our customers wanted," Maes said. "We interviewed many people in our dealer body and asked for their feedback, what they heard from their customers."

Tim Asoklis, vehicle chief engineer for Light Duty Trucks, said that he and Maes spent a lot of time behind glass panels watching focus groups in Denver talk about trucks and what they wanted from them.

"We heard from not just Chevy truck owners, but from people who owned Fords and Rams," Asoklis said. "They said if we put in a diesel engine in the new Silverado, they'd really think about switching."

One thing they learned, Maes said, is that different people like different trucks for different reasons. That presented a real challenge to the design teams. And the end result was that there are now eight different 2019 Silverado packages – the Work Truck,

the Custom Silverado, the Custom Trailboss, the Premier, the LTZ, the LT, the LT Trailboss and the RST.

Each iteration provides Silverado excellence, but varies in things like bed size, chrome levels, interior style, Maes said. By providing as broad a base of choices, the new Silverado can attract a broad customer base.

That meant doing research to learn just what price levels and trim levels customers were interested in, Maes said. For example, they looked at the high end of the pickup market to find out just what was popular. By doing this, Maes said Chevrolet was able to fill a gap where the competition is not that strong.

It's all in a day's work, Maes said.

"To stay ahead of Ford, we've had to innovate and develop new ideas," Maes said. "We won't take a back seat to anyone. When it comes to building the best pickup trucks, we are the ones to beat."

AUTO SHOW \$\$\$\$\$ IS HERE, AS WELL AS GM MASTER CARD \$\$\$ CALL FOR A GREAT DEAL!



Please call with the vehicle you desire and you will be delighted with the payment.

CALL **BRUCE LITVIN** CELL # **1-586-405-5175**
- 24/7 & 365 -
OVER 40 YEARS OF QUALITY SERVICE
blitvin@lunghamer.com

1-888-665-5438

Joe Lunghamer

CHEVY #44296 Drive Beautiful! BUICK #42333 GMC #21552 WE ARE PROFESSIONAL GRADE!

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

BRING THE NEW YEAR IN WITH A NEW buff whelan chevrolet

OVER 1,000 New Chevrolets in Stock!



CALL **JEFF CAUL** 586-274-0396



2018 CHEVY SILVERADO 1500

4X4 DBL CAB ALL STAR PKG \$246+ TAX WITH \$0 DOWN 36 MTH LEASE 10,000 MILES

WITH LEASE LOYALTY • NO SECURITY DEPOSIT REQUIRED
Equipped with Power Locks, Power Windows, Power Mirrors, Keyless Entry, Remote Start, My Link Radio, Back-Up Camera, Auto A/C, Bluetooth & More...

2018 MALIBU 1LT

\$228+ TAX WITH \$0 DOWN 36 MTH LEASE 10,000 MILES

WITH LEASE LOYALTY • NO SECURITY DEPOSIT REQUIRED
Equipped with Power Locks, Power Windows, Power Mirrors, Keyless Entry, Back-Up Camera, Touch Screen Radio, Bluetooth, OnStar & More...



2018 CHEVY EQUINOX 1LT

\$235+ TAX WITH \$0 DOWN 36 MTH LEASE 10,000 MILES

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

Oops . . . Valet Loses Ferrari

ST. PETERSBURG, Fla. (AP) – The owner of a \$300,000 Ferrari is suing Marriott International, saying a hotel valet gave his keys to a young man who was trying to impress a woman he just met.

The Tampa Bay Times reports that 73-year-old attorney James "Skip" Fowler parked his yellow 458 Italia Spider outside the Vinoy Renaissance Resort & Golf Club last July 27 while attending a lawyer's convention in St. Petersburg.

There the 2014 Ferrari remained for more than 12 hours, until Levi Miles, then 28, showed up. Miles said he told the woman it was his and demanded the keys, telling the valet that the ticket was in the car and he'd bring it back.

He never did. The two sat in the car for "quite a while," according to a St. Petersburg police report. Eventually, the valet said he stopped paying attention after he "figured he wasn't getting a tip."

Miles drove off with Chloe Rimmer in the passenger seat until an officer stopped him for driv-

ing without taillights. The police report noted that the driver had "difficulty" handling the car, that cocaine was found on the center console, and that Rimmer had marijuana in her purse.

Miles told several stories. Then he said he had just met Rimmer, and she asked if the Ferrari was his. "Yeah, that's my car," he said he told her.

"I was just trying to impress the girl I just met at the Vinoy," he told officers.

But Miles says he's innocent of grand theft, because the valet gave him the keys. He also faces charges of cocaine possession and habitually driving with a suspended or revoked license. Rimmer faces a charge of marijuana possession.

Fowler, meanwhile is accusing the hotel and valet, 717 Parking Enterprises, of negligence in the incident.

He said he had to spend "significant sums" on car inspections, repairs and legal fees after he got his Ferrari back, and that its value had been greatly "diminished."

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
586-274-0396

MEMBER SINCE 1989

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

*See dealer for details. All Rebates/Incentives have been deducted from sale price/payment and are subject to change by manufacturer without notice. GM Employee discount required unless otherwise noted. All leases assume that you qualify for GM Lease Loyalty. To qualify for GM Lease Loyalty you must have a GM Lease in the household. All lease payments are based on 10,000 miles per year. 1st payment, tax, title and plate fee due at signing on all leases unless otherwise noted. All deals expire 01/31/2018.

All-Electric Traction Possible by 2030

Electric mobility will continually increase over the next few years.

To equip its global customers with production-ready solutions for the evolving automotive marketplace, supplier Schaeffler is showcasing its portfolio of low-emission and locally zero-emissions driving for all three engine systems at the 2018 North American International Auto Show (NAIAS).

By 2030, as much as 30 percent of all newly produced cars could be using all-electric traction systems, according to a recently proposed scenario, said Schaeffler spokeswoman Lynn Kier. In that case, 40 percent would have a hybrid powertrain and only 30 percent would be exclusively equipped with an internal combustion engine (ICE).

Considerable potential improvement is offered by the electrification of conventional powertrains and Schaeffler's 48-volt system is a relatively low-cost solution, Kier said. In current production vehicles, this system, instead of a starter-generator, is connected to the crankshaft of the internal combustion engine via a belt.

At the 2018 NAIAS, Kier said Schaeffler presented its solution for future vehicle generations: the integration of the 48-volt electric motor into the engine-transmission unit and into the axle.

Provided that an electric motor with the requisite power output and a battery with sufficient capacity are used, solutions like this even make "active coasting" possible at higher speeds – the vehicle maintaining its speed in spite of the ICE being shut off, Kier said.

In addition to enabling considerable reductions in fuel consumption, the energy generated in deceleration phases can be re-

covered more effectively. For example, the electric power gained as a result may be used to operate an electrically heatable catalytic converter and to thus achieve emission levels far below current legal requirements.

A plug-in hybrid powertrain enables even greater fuel consumption savings to be achieved as well as driving with local zero emissions across longer distances.

For more than 10 years, Kier said Schaeffler has been working on the central element of such a powertrain, the high-voltage hybrid module. Production of the next-generation hybrid module is about to be launched and will enable the transfer of very high torques of up to 800 Nm. A patented branching of the power flow within the module makes it possible to transfer such high torques.

In addition, the hybrid module can be combined with the converter in automatic transmissions so that even vehicles with very large mass – such as car-trailer combinations commonly used in the North American market – can comfortably accelerate from a complete stop, Kier said.

Particularly suitable for battery-electric vehicles are traction systems that are integrated into the axle or even into the wheels. While the electric wheel hub motor is still a predevelopment topic, volume production of the electric axle from Schaeffler is imminent. Currently, the supplier's engineers are working on four electric axle production projects in parallel.

Even in the most extreme scenarios, two in three new vehicles would still have an ICE on board, so Schaeffler offers solutions to further reduce the emissions of internal combustion engines, Kier said.

At NAIAS, Schaeffler presented its second-generation thermal management module that is now making its debut in volume production in the United States in 2018, Kier said. This module controls the cooling circuits of the engine, the transmission and additional electric drive units, if applicable, plus that of the battery.

At the beginning of the warm-up phase, all cooling circuits can be completely shut off to enable accelerated heating of the individual systems. The circuits managed by the module can be systematically controlled, depending on operating conditions and heat requirements in the vehicle's cabin.

The actuators used in the thermal management module influence the functionality and service life of the engine as well, Kier said. Schaeffler has developed a modular kit that is tailored to the respective automaker's requirements. The use of a thermal management module makes it possible to achieve up to three percent improved fuel economy and even more following a cold start at low outdoor temperatures.

The dynamic timing of the engine's valves is another important influencing variable. The reason is that a major portion of the total engine emissions is produced in acceleration phases. Engine designers can effectively counter this by short-term adjustment of the opening and closing times of the intake valves through which air and recirculated exhaust gas flow into the cylinder.

To enable fast adjustment even in dynamic driving modes, Kier said Schaeffler has developed an electric camshaft adjuster and successfully introduced it into volume production with a major global automaker.



An image of how Magna's Icon Radar scans appear.

Magna's Scanner is Faster Than the Blink of an Eye

Automakers now have a radar option that moves autonomous vehicles nearer the present.

That's what Magna's Icon Radar, shown at the North American International Auto Show (NAIAS), does, said Magna spokeswoman Tracy Fuerst.

It sets a new standard in high-resolution automotive radar. Icon Radar incorporates advanced technology used by the U.S. military to provide precise detection, extensive range and high resiliency, Fuerst said.

Magna has been collaborating with Uhnder, a technology start-up currently in stealth mode, in engineering and product development to help bring this technology to market in 2019.

Icon Radar helps close the gap between level 3 and level 5 to reach full reliable autonomous driving.

With a range of more than 300 meters, Magna's Icon Radar continuously scans the environment in four dimensions (distance, height, depth and speed). The advanced radar technology can detect and track almost 100 times more objects than competitive systems and individually classifies them.

It is able to detect and communicate to the vehicle a rich topography of static objects such as guard rails, road debris and speed bumps, as well as a large number of tracked moving objects such as vehicles, bicyclists, pedestrians and pets, Fuerst said.

Having the ability to distinguish smaller "objects" such as children and bicyclists in close proximity to larger, more easily detectable things such as parked cars and moving trucks is critical to the enhancement of safety ADAS features such as Automatic Emergency Braking and to fur-

ther the progress toward full autonomous driving vehicles.

It is this critical data and capability that keeps the software systems with information to continually improve vehicle intelligence and safety systems, Fuerst said.

"Magna has identified some of the world's most advanced technologies and 'auto-qualified' them for use in the auto industry," said Swamy Kotagiri, Magna chief technology officer. "Our Icon Radar takes the best of military technology and improves on it for automotive use – taking a significant step forward toward full autonomy."

Magna's Icon Radar continuously scans its full environment 50 times faster than the time it takes a human to blink an eye, which helps a vehicle make instantaneous decisions in response to complex surroundings.

It can detect vehicles at distances that well exceed any current requirements.

Its state-of-the-art imaging capability pulls from 192 virtual receivers incorporated into a single compact system, Fuerst said.

These virtual receivers are applied to deliver both horizontal and vertical resolution, achieving new benchmark levels of clarity for each, Fuerst said.

In addition, the technology is naturally immune to interference, which will become critical as the number of radar-enhanced vehicles on the road starts to increase.

With its compact size, Fuerst said that Icon Radar also allows greater flexibility in exterior design and can be easily integrated into an automaker's autonomous system or as part of Magna's MAX4 autonomous vehicle platform.

Feds Convict FCA Employee

DETROIT (AP) – A former Fiat Chrysler executive pleaded guilty Jan. 22 to showering more than \$1.5 million in cash and gifts on high-ranking members of the United Auto Workers, admitting he turned the budget of a company-sponsored training center into a slush fund to curry favor with union officials.

Al Iacobelli said a key beneficiary was General Holiefield, a UAW vice president who was responsible for negotiating with Fiat Chrysler on behalf of the union. A \$262,000 mortgage on his suburban Detroit home was paid off in 2014 with a check from the training center.

Iacobelli pleaded guilty to conspiracy and a tax crime and likely faces eight years in federal prison. He failed to report \$861,000 in money taken from the training center in 2014.

"Fiat Chrysler's most senior labor negotiator colluded with top UAW leaders for many years to illegally line UAW officials' pockets," U.S. Attorney Matthew Schneider said.

Holiefield died in 2015, but his wife, Monica Morgan, is charged in the case. In his plea agreement, Iacobelli admitted to providing first-class air travel, designer clothing, furniture, jewelry and fancy watches to the couple and others, from 2009 through mid-2015.

The goal was to "obtain benefits, concessions and advantages" for Fiat Chrysler in the negotiation and execution of contracts between the company and the UAW, the plea deal states.

The plea agreement includes at least one instance where Iacobelli apparently influenced Holiefield. He said Holiefield had been "scripted" ahead of a 2013 meeting with the union's international executive board. The topic was a multibillion-dollar deal involving a retiree health fund. No other details were disclosed.

The government said the money spent by Iacobelli came from the UAW-Chrysler National Training Center. FCA made payments of \$13 million to \$28 million to the center from 2009 to 2014.

Catch Detroit Auto Scene when you're on the go.

Detroit Auto Industry News and Advertising DetroitAutoScene.com ©Springer Publishing Co., Inc. ARCHIVE

Detroit Auto Scene

DECEMBER 8, 2014

Information Page Since 1933 – originating as the New Center News contact News Dept

Open This Week's Edition or click on image at right >>>

News of the Automotive, Technology and Supplier Community

CLICK TO PRINTABLE PDF
 for examples of small ads
 in actual size with prices

[Advertising Rates](#) [contact Ad Dept](#)

[return to TOP OF PAGE](#)

THIS SITE IS UPDATED ON THE WEEKEND FOR MONDAY,
 IN TIME FOR THE CURRENT BUSINESS WEEK.

Our classic tabloid format fits most of today's mobile device screen resolutions. The scrollable pdf is viewable on tablet or smartphone.

DetroitAutoScene.com

FELDMAN CHEVY.COM

EXTENDED HOURS 9-9

NOW THROUGH JANUARY 31ST



2018 TRAX LS

Lease For **\$59***

PER MONTH
STOCK # PJR103376

24 MONTHS | 10,000 MILES PER YEAR | \$995 DOWN | MSRP: \$22,035



2018 CRUZE LT

Lease For **\$63***

PER MONTH
STOCK # PJR102022

24 MONTHS | 10,000 MILES PER YEAR | \$995 DOWN | MSRP: \$22,450



2018 EQUINOX LT

Lease For **\$77***

PER MONTH
STOCK # PJR119710

24 MONTHS | 10,000 MILES PER YEAR | \$995 DOWN | MSRP: \$28,250



2018 COLORADO WT EXTD CAB 4X4

Lease For **\$79***

PER MONTH
STOCK # PJR110907

24 MONTHS | 10,000 MILES PER YEAR | \$995 DOWN | MSRP: \$30,340



2018 SILVERADO 1500 WT DBL CAB 4X4

Lease For **\$89***

PER MONTH
STOCK # PJR157901

24 MONTHS | 10,000 MILES PER YEAR | \$995 DOWN | MSRP: \$37,610



2018 TRAVERSE LS

Lease For **\$129***

PER MONTH
STOCK # PJR172420

24 MONTHS | 10,000 MILES PER YEAR | \$995 DOWN | MSRP: \$33,115

OPEN SATURDAY

Monday & Thursday: 8:30am - 9:00pm. Tuesday, Wednesday, Friday: 8:30am - 6:00pm. Saturday: 10:00am - 4:00pm.

HIGHLAND

(248) 717-2365
3372 West Highland Rd.
M-59 and Hickory Ridge

LIVONIA

(734) 344-5015
32570 Plymouth Rd.

NOVI

(248) 513-8916
42355 Grand River Ave.

LANSING

(517) 489-3743
2801 E. Michigan Ave.

NEW HUDSON

(248) 782-6461
30400 Lyon Center Drive
I-96 and Milford Rd.

WATERFORD

1800 PRE-OWNED SUPERCENTER
(248) 257-5647
5300 Highland Rd.

6,000 NEW AND PRE-OWNED AVAILABLE



FIND NEW ROADS™

* Must qualify and lease through GM Financial Leasing. Plus tax, title, license, destination, doc, CVR, acquisition fee and first month's payment. Must have qualifying lease loyalty in the household. Miles per year reflect the total odometer reading upon lease end. This is a low mileage lease. Actual miles may vary based on current odometer reading. Must be CTP unit. No security deposit required. Payments may include up to \$2,000 Feldman Cash. Limited availability. See dealer for details. Due to advertising/GM Incentives, prices/programs are subject to change. Expires 1/31/18.

MICHIGAN'S #1 CHEVY DEALER



ED RINKE

AUTO SHOW BONUS CASH



GMC WE ARE PROFESSIONAL GRADE 2016 GMC DEALER OF THE YEAR • 2016 GMC DEALER OF THE YEAR • 2016 GMC DEALER OF THE YEAR

2017 GMC SIERRA DOUBLE CAB SLE
PURCHASE FOR
\$28,949*
STOCK #G574644



LEASE FOR
\$169* PER MONTH | **36** MONTHS | **\$999** DOWN

2018 GMC ACADIA SLE1
PURCHASE FOR
\$27,479*
STOCK #G581158



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

2017 GMC YUKON DENALI
PURCHASE FOR
\$63,249*
STOCK #G577035



LEASE FOR
\$699* PER MONTH | **36** MONTHS | **\$1999** DOWN

2018 GMC SIERRA 1500 DENALI CREW CAB
PURCHASE FOR
\$46,479*
STOCK #G578855



LEASE FOR
\$359* PER MONTH | **36** MONTHS | **\$999** DOWN

2018 GMC TERRAIN SLE
PURCHASE FOR
\$23,199*
STOCK #G580877



LEASE FOR
\$179* PER MONTH | **24** MONTHS | **\$999** DOWN

BUICK 2016 BUICK DEALER OF THE YEAR • 2016 BUICK DEALER OF THE YEAR • 2016 BUICK DEALER OF THE YEAR

2018 BUICK ENCORE
PURCHASE FOR
\$18,529*
STOCK #HVN8VZR



LEASE FOR
\$119* PER MONTH | **24** MONTHS | **\$999** DOWN

2017 BUICK ENVISION
PURCHASE FOR
\$24,049*
STOCK #B571416



LEASE FOR
\$159* PER MONTH | **36** MONTHS | **\$999** DOWN

2017 BUICK LACROSSE
PURCHASE FOR
\$23,789*
STOCK #B470714



LEASE FOR
\$199* PER MONTH | **24** MONTHS | **\$0** DOWN

2018 BUICK ENCLAVE
PURCHASE FOR
\$38,349*
STOCK #B581041



LEASE FOR
\$319* PER MONTH | **36** MONTHS | **\$999** DOWN

2017 BUICK REGAL
PURCHASE FOR
\$26,695*
STOCK #B471195



LEASE FOR
\$149* PER MONTH | **24** MONTHS | **\$999** DOWN

SHOWROOM HOURS:
MON. & THURS. 8:30AM-9PM
TUES., WED. & FRI. 8:30AM-6PM
VISIT OUR WEBSITE: edrinke.com

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

1-866-452-1300

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). 2018 Models are price and discounted at supplier. All leases are 10,000 miles per year with approved S Tier credit. All Vehicles shown are \$999 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. Purchase pricing is gm employee discount plus title, taxes and fees. Pricing is subject to flex cash certificates- 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: 1/31/2018.



ED RINKE



2016 CHEVROLET DEALER OF THE YEAR • 2016 CHEVROLET DEALER OF THE YEAR

WE'LL GIVE YOU A \$3,500 MINIMUM FOR YOUR 2003 OR NEWER TRADE IN • AUTO SHOW BONUS CASH



2018 CHEVY SILVERADO
NO GM EMPLOYEE DISCOUNT REQUIRED
LEASE FOR
\$179* PER MONTH OR PURCHASE FOR
\$30,929*
24 MONTHS \$999 DOWN STOCK #580716



2017 CHEVY BOLT LT
LEASE FOR
\$295* PER MONTH OR PURCHASE FOR
\$30,249*
36 MONTHS \$999 DOWN STOCK #472006



2018 CHEVY CRUZE LT
NO GM EMPLOYEE DISCOUNT REQUIRED
LEASE FOR
\$149* PER MONTH OR PURCHASE FOR
\$16,289*
24 MONTHS \$999 DOWN STOCK #480042



2018 CHEVY EQUINOX LS
NO GM EMPLOYEE DISCOUNT REQUIRED
LEASE FOR
\$169* PER MONTH OR PURCHASE FOR
\$22,259*
24 MONTHS \$999 DOWN STOCK #580099



2018 CHEVY MALIBU LT
NO GM EMPLOYEE DISCOUNT REQUIRED
LEASE FOR
\$149* PER MONTH OR PURCHASE FOR
\$19,359*
24 MONTHS \$999 DOWN STOCK #VKMG76



2018 CHEVY VOLT LT HATCHBACK
NO GM EMPLOYEE DISCOUNT REQUIRED
LEASE FOR
\$339* PER MONTH OR PURCHASE FOR
\$29,995*
36 MONTHS \$999 DOWN STOCK #VPG8H9



2018 CHEVY TRAX LS
NO GM EMPLOYEE DISCOUNT REQUIRED
LEASE FOR
\$149* PER MONTH OR PURCHASE FOR
\$16,239*
24 MONTHS \$999 DOWN STOCK #580975



2018 CHEVY TRAVERSE LS
NO GM EMPLOYEE DISCOUNT REQUIRED
LEASE FOR
\$219* PER MONTH OR PURCHASE FOR
\$26,389*
24 MONTHS \$999 DOWN STOCK #580417

GM CARD TOP OFF UP TO \$3,000 • NO APPOINTMENTS NECESSARY FOR OIL CHANGES

ED RINKE • FAST • FRIENDLY • DISCOUNTS
VISIT OUR QUICK LANE
GMC Certified Service
GM SERVICE CENTER
MICHIGAN'S LARGEST • SERVICE DEPT. • PARTS • BODY SHOP
866-452-1547
26125 Van Dyke @ 10 1/2 Mile • Center Line, MI 48015
SERVICE HOURS: Monday & Thursday 6:30am-9:00pm; Tuesday, Wednesday & Friday 6:30am-6:00pm • Shuttle at 6:30am - Pick-up Both Ways • All Day starting at 6:30am.

Quick Oil Change EXPRESS LANE
LUBE OIL FILTER
\$23.95 Up to 5 qts.
Fluid Level, Brake & Alignment Check Included.
We use Genuine GM Oil & Filter
No additional or hidden charges. Out the door pricing.
Open Mondays & Thursdays until 8:30pm
Excludes synthetic, Diesel & Med. Duty Trucks.
Most GM cars & trucks. One coupon per customer.
Must present coupon with order. Plus tax. Expires 2-28-18.

BODY SHOP
586-754-7000 ext 1231
INSURANCE WRECK AMENDED
TRANSPORTATION AVAILABLE
During Scheduled Repairs
FREE OIL CHANGE With Each Major Repair
WE REPAIR ALL MAKE & MODELS
GMC Certified Service

See us for your GM Employee purchases. Now looking for experienced salespeople to join our team!

1-877-451-7707
26125 VAN DYKE AT 10 1/2 MILE ROAD



Nicole Dodge
nhuminski@edrinke.com



Jim Pfeiffe
jptelfe@edrinke.com

SHOWROOM HOURS: MON. & THURS. 8:30AM-9PM / TUES., WED. & FRI. 8:30AM-6PM / **FIND NEW ROADS™**

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). 2018 Models are price and discounted at supplier. All leases are 10,000 miles per year with approved S Tier credit. All Vehicles shown are \$999 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. Purchase pricing is gm employee discount plus title, taxes and fees. Pricing is subject to flex cash certificates- 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: 1/31/2018.

