

U.S. TAX CODE COULD AFFECT ALL AUTOMAKERS

GM Asks Congress to Lift 200,000-Unit Cap on EV Deduction

WASHINGTON (AP) – General Motors is fighting to retain a valuable tax credit for electric vehicles as the nation's largest automaker contends with the political fallout triggered by its plans to shutter several U.S. factories and shed thousands of workers.

Preserving the \$7,500 tax incentive for buyers is crucial for GM as the company pivots from internal combustion engines in favor of building cars powered by batteries or hydrogen fuel cells. Yet the layoffs and plant closings could imperil GM's push to keep the incentive.

It helps make plug-ins such as the \$36,000 Chevy Bolt more affordable at a time when competition from other electric vehicle makers is heating up.

GM faces opposition from President Donald Trump and other Republicans who consider the credit a waste of taxpayer money and want it eliminated. Trump, who has pledged a manufacturing rebirth in the Midwest, reacted angrily to GM's "transformation" announcement late last month, declaring that his administration was "looking at cutting all GM subsidies, including for electric cars."

The company already is on the

verge of being phased out of the tax credit program unless Congress changes a law that caps the break at 200,000 vehicles per manufacturer.

Without the incentive, GM may be forced to cut the price of its electric cars to keep prospective customers from taking their business elsewhere, according to automotive industry experts.

As evidence of the credit's importance to GM's future, the automaker has expanded its lobbying footprint in Washington and even joined forces with two rivals, Tesla and Nissan, to call for the 200,000-vehicle limit to be scrapped.

Standing in the way of that goal is Sen. John Barrasso, R-Wyo., the chairman of the Senate Environment and Public Works Committee. Barrasso introduced legislation in October to abolish the tax credit, a move he said would save about \$20 billion over the next 10 years.

He has argued the market for electric vehicles is already established and "no longer needs the crutch of government assistance."

"The idea of the subsidies had to do with trying to make sure that electric vehicles would be a viable technology," Barrasso said. "Well, that's clearly there."



Without a tax credit, GM could be at a disadvantage selling the Bolt.

The tax credit came up briefly during a private meeting on Dec. 5 between Ohio's senators, Republican Rob Portman and Democrat Sherrod Brown, and GM chief executive Mary Barra, according to a congressional aide familiar with the conversation.

As part of the restructuring, GM said it will stop making the Chevy Cruze at its Lordstown, Ohio, plant by March and is con-

sidering closing the plant for good.

Portman told Barra that it's difficult to help with priorities such as the electric vehicle credit when GM is moving production out of Ohio, according to the aide, who was not authorized to publicly discuss the private conversation and spoke on condition of anonymity.

CONTINUED ON PAGE 2

Key Changes At FCA, Ford

As the year 2018 comes to a close, both FCA and Ford have made changes to their respective executive staffs.

FCA CEO Mike Manley said in a

CONTINUED ON PAGE 2



Stewart



Golightly



Keegan



Worthington



Kent



Pearson

Color Choices Brighten This Year for Consumers

Axalta Coating Systems has released its 66th annual Global Automotive Color Popularity Report, which shows white as the global leader in consumer vehicle color choice in 2018.

At an astounding 38 percent, white held its top spot with a significant gap ahead of second-place black (18 percent) and a third-place tie between silver and gray (12 percent), said Axalta spokesman John Wray.

Regionally, black and gray saw significant increases in notable areas. Black jumped in China (5 percent), Asia (3 percent), South Korea and Africa (both 2 percent). Gray gained ground in Africa (3 percent) and Europe (2 percent).

"We have witnessed an emerging trend toward warmer shades along with color combinations with black to challenge white's position," said Nancy Lockhart, Axalta Global Color Marketing Manager.

"Although neutral spaces are the headliners, there is an indication of a return to color to change the automotive landscape. Blue is most popular outside the neutrals and holding strong at seven percent of the market, increases of orange and bronze are popping up and gaining interest."

Wray said that the study shows that consumers pick the "safe" choices most.

"That makes sense," Wray said. "For most people, purchasing a car is the largest or second-largest purchase they will make. So most people will pick a safe color. The size of the purchase makes experimenting with color intimidating."

Wray said because of this

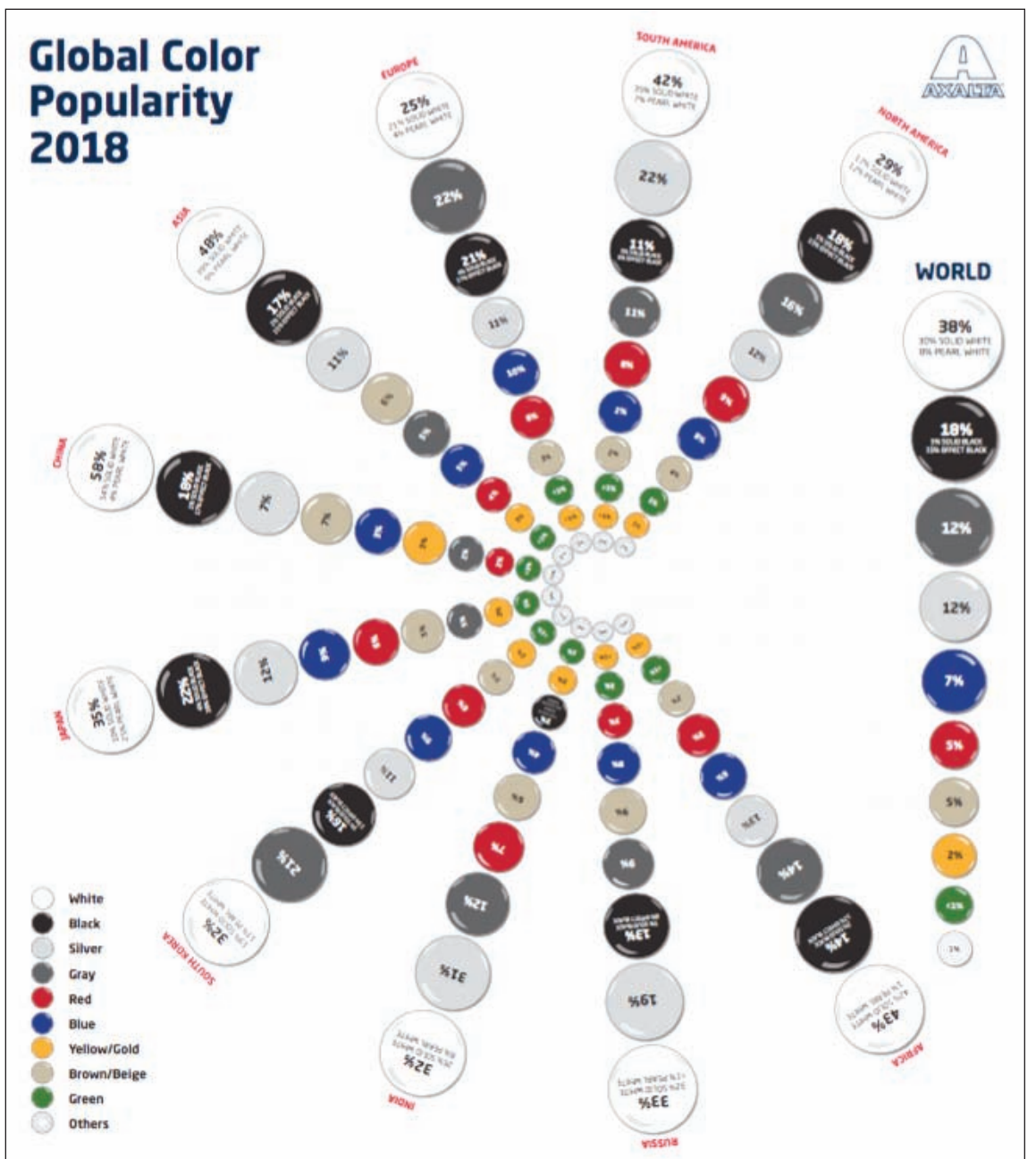
thinking, it's no coincidence that white is the most popular color in all regions across the globe. It also explains why black, gray and silver are the next most popular colors.

Regional highlights from the 2018 report include:

- Asia: Even with a one percent drop, yellow/gold is most popular worldwide in India and China. Blue is being reimaged in Japan as an ecological friendly shade. In Korea, black increased two percent.
- Europe: Europe is experiencing an upward trend of gray with a two percent increase.
- North America: Brown/beige experienced a two percent year-over-year increase – the biggest gain for any region.
- Russia: The most popular region for brown/beige at nine percent, Russia is followed by China at seven percent.
- South America: Red decreased one point to eight percent making this region second only to North America (9 percent).
- South Africa: Orange shows an increase from 2017 and 3.6 percent of all vehicles fall into the "Others" category.

First published in 1953, Axalta's report is the automotive industry's longest running and most comprehensive color ac-

CONTINUED ON PAGE 2



A study of global vehicle color popularity in 2018 showed only slight differences among regions.

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

Key Changes At FCA, Ford

CONTINUED FROM PAGE 1

Dec. 6 email to FCA employees worldwide Manley named his senior executive staff, where he stated that "in early October we announced senior executive changes that underscored the depth of expertise we have leading FCA.

"Mark Stewart is named Chief Operating Officer (COO) of our North America region." Manley noted that Stewart joins FCA from Amazon, "a company known for its culture of innovation, and obsession with delivering incredible value to customers.

"Most recently, Stewart served as Amazon's vice president of Operations, overseeing customer fulfillment across 200 facilities with 180,000 employees. Mark also has significant automotive experience, serving as the COO of automotive components supplier ZF TRW."

Niel Golightly was named Global Chief Communications Officer. Niel joins FCA from Shell Oil Company where he served as the vice president of External Relations Americas. He has also worked in a number of roles for Ford.

Mike Keegan was named Chief Audit, Sustainability and Compliance Officer. He previously served as Global Head of Communications, and is replacing Alessandro Baldi who has announced his intent to retire in the first quarter of 2019.

At Ford, Trevor Worthington was appointed vice president, Global Product Development Operations & Vehicle Programs.

In this new role, Worthington will lead Ford's global vehicle programs and be responsible for coordinating the company's product development resources to bring new products to market and will also have responsibility for driving competitive material costs and engineering expenses in the development cycle, said Ford spokeswoman Lori Arpin.

Ally Financial Gives for the Holidays

Ally Financial is showing its appreciation for its dealer customers this holiday season with a series of donations across the country targeted at dealership employees and communities facing adversity. In all, Ally will give approximately \$50,000 to help dealership employees and communities overcome the impacts of hurricanes, fires, floods and other personal setbacks, said Ally spokeswoman Ann Smith.

"We care about our dealers and these holiday gifts are a way to show we are here to support them," said Doug Timmerman, president of Ally Auto Finance. "For those dealers who have weathered particularly challenging circumstances, some extra support can boost the wellbeing of their employees, businesses and communities."

Donations being made include contributions to employees and

Tax Code, EVs, and the Automakers

One of the lobbyists working to salvage the credit for GM is Kent Hance, a former chancellor of Texas Tech University who is well connected in GOP circles, according to his online profile.

Hance lists his role as a fundraiser for the campaigns of outgoing House Speaker Paul Ryan, R-Wis., Senate Majority Leader Mitch McConnell, R-Ky., House Majority Leader Kevin McCarthy, R-Calif., and others. He has known Rick Perry, the energy secretary and former Texas governor, for nearly 30 years.

GM in early August named a former Trump White House offi-

cial, Everett Eissenstat, its senior vice president for global public policy, a post that oversees the company's lobbying operations. Eissenstat, however, is not registered as a lobbyist, according to disclosure records filed with Congress. Before coming to GM, he was Trump's deputy assistant for international economic affairs.

Under federal law, the \$7,500 credit for buyers begins to phase out after a manufacturer has sold 200,000 qualifying electric vehicles. GM has estimated it will hit

CONTINUED ON PAGE 9



Bakaj

Russo

Worthington, 55, will continue to report to Hau Thai-Tang, executive vice president, Product Development and Purchasing.

Additionally, three long-serving global executives – Kenneth R. Kent, vice president and treasurer; Joe Bakaj, vice president, Product Development, Ford of Europe; and Bill Russo, vice president, Manufacturing, Ford of Asia Pacific, will be retiring from the company, effective at the end of the year.

Kent became vice president and treasurer on Aug. 1, 2017. He has held several leadership positions in Finance, including controller of The Americas and executive director, Investor Relations. Kent has also served as vice chairman and chief financial officer, Ford Motor Credit Company.

Graham Pearson, 52, takes over leadership of Product Development in Asia Pacific and China. Over his 31-year career with the company, Pearson has served in a variety of product development positions in China, Australia and the U.S.

David Webb, assistant treasurer, will take over as Treasurer. Webb joined Ford in 2003 and holds a bachelor's degree in economics from Wheaton College and a master's of business administration from the University of Michigan.

Bakaj became vice president, Product Development, Ford of Europe, in November 2013. He has more than 30 years of Ford product development experience having served as vice president, Powertrain Engineering, and vice president, Global Product Programs, in addition to his current role.

His replacement is Joerg Beyer, executive engineering director, Ford of Europe.

Russo has served as vice president, Manufacturing, Ford of Asia Pacific, since January 2016.

charities supported by Alma Chrysler, Dodge, Jeep, and Ram following a fire that destroyed the dealership in November.

Colors Brighten In '18 for Consumers

CONTINUED FROM PAGE 1

count. Compiled and designed by Axalta's global color experts, the report gives automotive OEMs captivating insights into consumer preferences, aiding them in making informed decisions on auto colors.

According to Annie You, Axalta OEM Color Designer – China, Axalta customers value the annual report and some of the understated trends it unveils. "In China, white may have peaked in 2017 at 62 percent. This year, it's 58 percent, well above any other region."

Elke Dirks, Axalta OEM Color Designer – Europe, Middle East, Africa, points out a regional preference for gray. "For the first time in the history of our reporting, gray ranks second in the region, making it a major player in the neutrals space."

Wray said that this report shows that the colors brown/beige have gained some popularity. It has grown in Asia and Russia – 9 percent in Russia and 7 percent in China.

"This shows that a little color is sneaking in, in terms of popularity," Wray said. "I personally think that's a good thing. We make a lot of money selling white paint, but things are a little better with more color in the world."

Ford is Moving 250 Van Dyke Employees

Reports in the media state that Ford will be moving some employees out of the company's transmission plant in Sterling Heights.

Bloomberg News reported that a letter posted inside Ford's Van Dyke Transmission Plant by UAW Local 228 leaders stated the factory faces a possible indefinite layoff in March 2019.

The letter further stated that Ford and the UAW are working to avoid layoffs and project jobs. Ford spokeswoman Kelli Felker told *Bloomberg* that all full-time hourly employees would be offered jobs at other Ford plants.

Van Dyke Transmission employs about 1,550 and produces transmissions for Explorer, Edge, Escape and Flex SUVs and Transit Connect vans.

Silverado Meets Highest Performance Demands

There is more than one kind of pickup truck customer, so it makes sense that there is more than one kind of Chevrolet Silverado.

Chevrolet knows no two truck customers are the same, and as such continues to expand its truck franchise with five distinct trim levels for the new Silverado HD: Work Truck, Custom, LT, LTZ and range-topping High Country, said GM spokesman Mike Ofiara.

This follows the expanded range of customer choices on the new Silverado 1500, which has eight distinct trim levels, Ofiara said. As with the 2019 Silverado 1500, each 2020 Silverado HD model offers a different level of design, features and technology to meet the individual and rigorous demands of HD pickup truck owners.

"Truck customers are very clear: They want the perfect truck for them and not a 'one size fits most' truck compromised for the masses," said Mike Simcoe, vice president, Global Design, General Motors. "That insight shaped our strategy for the next-generation Silverado fran-

chise, providing customers more differentiation between the Silverado 1500 and the Silverado HD as well as more personalization and differentiation between individual trim levels."

For example, each of the Silverado HD models features distinct exterior design details including grilles featuring either the Chevrolet stamped bar or the iconic Chevrolet bowtie and a mix of black, body color, chrome or the two-tone metallic trim exclusive to High Country models, Simcoe said.

"We took into account every detail of what customers expect, and how they will use their truck," said Simcoe. "The results are unique versions of the Silverado HD equally at home working on a construction site or pulling a camping trailer."

The 2020 Silverado HD goes on sale in mid-2019. Simcoe said that people interested in learning more about the new pickup should stay tuned for more details about the new 2020 Silverado HD – including images of Work Truck, Custom and LTZ – closer to launch.



2020 Silverado HD HighCountry

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

HAPPY HOLIDAYS

2018 VOLT PREMIER STK# K444
\$299 WITH 36 MONTH 10% PER YEAR
\$999 DOWN
LEATHER, NAVIGATION, SIDE BLIND ZONE ALERT, REAR CROSS TRAFFIC ALERT

2019 EQUINOX LS STK# T9073
\$119 WITH 24 MONTH 10% PER YEAR
\$1199 DOWN
157MB80

2019 SILVERADO 4WD DBL CAB LT STK# T9043
\$254 WITH 24 MONTH 10% PER YEAR
\$1199 DOWN
5.3L V8, TRAILERING, ALLSTAR

2019 SILVERADO AND EQUINOX BASED ON GM EMPLOYEE PRICING WITH WELL APPROVED GM FINANCIAL LEASE APPROVAL. JUST ADD TAX, TITLE, PLATES, DOC FEE ALL REBATES TO DEALER INCLUDES GM INTARGET LEASE CASH 24MONTHS/20000MILES NO SEC DEP REQUIRED FIRST PAYMENT IS DUE AT SIGNING. 2018 VOLT BASED ON GM EMPLOYEE PRICING WITH WELL APPROVED GM FINANCIAL LEASE APPROVAL JUST ADD TAX, TITLE, PLATES, DOC FEE ALL REBATES TO DEALER INCLUDES GM INTARGET LEASE CASH 36MONTHS/30000MILES NO SEC DEP REQUIRED FIRST PAYMENT IS DUE AT SIGNING. PREVIOUS SERVICE COURTESY VEHICLE WITH APPROXIMATELY 2014 MILES. EXPIRES 1/2/19.

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®

RED WINGS

- Safety Toes
- Professional Fitting
- Wide Widths In Stock

Where Fit Comes First...

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

The Preferred Brand of Detroit's Auto Industry

Global Automakers Building More SUVs to Meet Demand Consumer Preferences Driving OEMs to Change Vehicle Portfolio

by Jim Stickford

The growing popularity of SUVs and CUVs is not something limited to the United States.

According to JATO Dynamics, an international provider of automotive business intelligence based in Britain, 2017 marked another record year for global car sales and SUVs.

According to a JATO report issued in early 2018, as the global economy stabilized, the car industry benefited from positive growth in most regions.

The report noted that SUV global sales in 2017 continued to increase. In 2014, SUVs accounted for about 16.66 million vehicle sales. That is 22.4 percent of total automotive sales globally.

The JATO report show that in 2015, 20.23 million SUVs were sold, accounting for 26.5 percent of vehicle sales. In 2016, 24.71 million SUVs were sold, accounting for 30.8 percent of total vehicle marketshare. By 2017, 27.85

million SUVs were sold, earning 34 percent marketshare.

JATO's analysis of 52 markets found that car sales totaled just over 86 million units in 2017, 2 million more units than the total registered in 2016, which equates to a 2.4 percent increase. Most of this growth was driven by SUVs, which accounted for 32.4 percent of the total market (LCVs included) and almost 34 percent of the passenger car market, Light Commercial Vehicles (LCVs excluded). There was a record of 27.85 million new SUVs sold in 2017 – up by 12.7 percent compared to 2016 – confirming that the SUV boom is more than just a fad," the 2018 JATO report stated.

The report broke down 2017 SUV sales by region. They are:

- North America – U.S., 7.03 million for a 6 percent increase; Canada, 820,000 for a 9 percent increase; Mexico, 321,000 for an 8 percent increase.

- South America – A total of 629,000 SUVs were sold for a 39.8 percent increase; Brazil, 405,000 sold for a 37 percent increase; Chile, 117,000 sold for a 39 percent increase; Argentina, 107,000 sold for a 51 percent increase.
- Europe, Middle East, Africa (EMEA) – 5.51 million SUVs sold, representing a 19.2 percent increase. Germany, 847,000, for a 16 percent increase; United Kingdom, 812,000 for a 7 percent increase; France, 659,000 for a 28 percent increase; Russia, 623,000 for a 22 percent increase; Italy, 585,000 for a 23 percent increase.
- Asia-Pacific sold 1.74 million SUVs for a 32 percent increase. India 692,000 for a 32 percent increase; Australia, 439,000 for a 5 percent increase; Indonesia, 148,000 for a 13 percent decline; Taiwan, 148,000 for a 19 percent increase; Thailand, 112,000

for a 4 percent increase; China, 10.73 million for a 13.2 percent increase; Japan, 502,000 for a 29.5 percent increase; South Korea, 500,000 for a 2.8 percent increase.

JATO's report stated that for "the first time in their history, SUV sales exceeded 10 million units in China, with 10.73 million

CONTINUED ON PAGE 4



Even luxury automaker Rolls Royce has an SUV – the 2019 Cullinan.

Gladiator Truck is a Jeep

Jeep reintroduced the Gladiator truck to its lineup at the Los Angeles Auto Show in November.

The Gladiator had a storied history with the Jeep brand. FCA's Website gave a brief history of the model.

It was first introduced in the 1963 model year. The Gladiator full-size pickup trucks shared the same platform, front-end styling, and powertrain as the Wagoneer.

In late 1965, the J-200 and J-300

Gladiators became known as the J-2000 and J-3000 respectively. The Gladiator name was dropped in 1971, after which the pickup line was known as the J-Series through 1987.

Trevor Dorchie, manager, Jeep Product Communications and Media Relations, responded to some questions about the new Gladiator.

CONTINUED ON PAGE 4

Club GM Seeks Donations

Club GM is seeking donations of new, unwrapped hats, gloves, scarves, shoes and socks (children and adult sizes) to give to local shelters this holiday season.

"Please drop off your donations at Club GM store locations at the Global Technical Center in Warren (VEC, first floor) or Global Propulsion Systems in Pontiac (Building B, next to the Propulsion Museum) no later than Wednesday, Dec. 19," said Club GM president Cathy Glaser. "I want to say that cash and checks can also be donated."

Glaser said the organization has a long history of collecting for charity. The clothes donated will be distributed to those in need via several local shelters that have previously worked with the Club.

Joe Brooks, director of Community Involvement at Club GM, said that while the organization donates to more than 50 charities over any given year, it's important to donate warm clothes during the winter months.

"Club GM has been around for many years," Brooks said. "And all during that time, we've worked to help people less fortunate than us in our community. We've been blessed and this is just something we can do to help out."

Shelters receiving donated clothing include the Ennis Center for Children, which has facilities in Flint, Pontiac, Port Huron, Detroit and Monroe, Brooks said. They also give clothing to the Mary's Children Family Center in Clawson, as well as the Grace Centers of Hope, which have facilities in Pontiac, Sterling Heights and Waterford Township.

"It's never too late to give," Brooks said. "It gets very cold in the winter in Michigan and help-

ing out those who need help is part of what Club GM does."

Katie Murphy, head of Special Events for the Club, said that, as of a week before the deadline, the donations have been generous.

"We filled one box that is three feet by three feet by three feet completely up at our VEC site," Murphy said. "We've done the same at our Pontiac location, but we can always use more. Some kind soul donated two brand-new winter coats, so now we can donate hats, gloves and coats. We still have some time left and we hope that others will be generous this holiday season."

This Will Be a Busy Travel Season – AAA

AAA forecasts that more than one-third of Americans will travel this holiday season.

The record-breaking 112.5 million travelers taking to the nation's runways, roads and rails for the year-end holidays represents a 4.4 percent increase over last year and the most since AAA has been tracking holiday travel, said AAA spokeswoman Maria Violette.

For the more than 102 million people who will pack up their cars for a holiday road trip, INRIX, a global mobility analytics company, predicts travel times in the most congested cities in the U.S. could be as much as four times longer than a normal trip.

The year-end holiday travel period is defined as Saturday, Dec. 22 through Tuesday, Jan. 1, 2019.

The 11-day span is one day longer than last year, due to Christmas and New Year's Day falling on Tuesdays this year.

KAYDAN
WEALTH MANAGEMENT

New Site. New Style.
Same Great Service.

Visit us online at

www.KaydanWealthManagement.com

New features include:

- Intuitive questionnaires
- Appointment booking
- Wealth tools & videos
- New Blog
- Events calendar
- Kaydan Cares
- Career opportunities
- Pay Your Invoice



329 W. Silver Lake Road
Fenton, MI 48430
P. 810-593-1624 | F. 810-593-1643



2701 Cambridge Court, Ste. 412
Auburn Hills, MI 48326
P. 800-638-6900 | F. 248-625-7032

www.KaydanWealthManagement.com

Kaydan Wealth Management, Inc. is not a registered broker/dealer and is independent of Raymond James Financial Services, Inc. Securities offered through Raymond James Financial Services, Inc., member FINRA/SIPC. Investment Advisory Services offered through Raymond James Financial Services Advisors, Inc. and Kaydan Wealth Management, Inc.

Portfolios Changed to Meet SUV Demand

CONTINUED FROM PAGE 3

being sold in 2017. Volume grew by 13.2 percent as it was boosted by strong growth at GM, VW Group, Geely, Renault-Nissan, GAC, Dongfeng and SAIC. The Chinese SUV market is split by Chinese makers (52 percent) and foreign brands (48 percent). China was also the market where SUVs made up the largest percentage of its total sales, with the segment counting for 41.6 percent of the market. This was followed by North America (39.3 percent) and Europe-31 (29.5 percent).

The segment made up the smallest percentage in Japan and Korea (17.4 percent) and Latin America (19.2 percent)."

The report even broke down SUV production by automaker. Toyota, for instance, sold 1.944 million SUVs in 2017.

That represents a 30 percent increase over the previous year. Nissan sold 1.85 million for a 13 percent increase. Honda sold 1.825 million for a 12 percent increase.

Automakers not known for their SUVs also reported strong sales. Volkswagen sold 868,000

SUVs in 2017 for a 53 percent increase, while Peugeot sold 543,000 for a 70 percent increase.

Even luxury brands were getting in on the act, according to JATO. Mercedes sold 766,000 for an 18 percent increase, and BMW sold 668,000 for a 10 percent increase.

Even Rolls Royce has introduced an SUV to the market. The Cullinan was first revealed to the marketplace in May of 2018. It has a starting price of about \$325,000 and will be reaching Rolls Royce showroom floors in early 2019.

Proton Banks on X70 SUV to Drive Growth

KUALA LUMPUR, Malaysia (AP) – Malaysian national car maker Proton launched its first SUV on Dec. 10 in a fresh effort to transform its stale brand and turn around its fortunes, more than a year after China's Geely Holding Group Co. Ltd. bought a key stake in the company.

Prime Minister Mahathir Mohamad launched the 1.8 liter (0.48 gallon) engine X70 and expressed hopes for Proton's recovery. The X70 is based on Geely's Boyue vehicle, which is one of China's best-selling SUVs. It is priced from 99,800 ringgit (\$23,800) to 123,800 ringgit (\$29,540), making it competitive with Japanese and South Korean brands.

Proton, founded in 1983 as part of Malaysia's industrialization push, was once king of the country's roads but its sales suffered because of growing competition and a reputation for poor quality and bland models. Proton was privatized in 2012 and its new owner, conglomerate DRB-Hicom Berhad, sold a 49.9 percent stake to Geely in June last year after it failed to revive the carmaker. DRB-Hicom retains

50.1 percent equity in loss-making Proton.

Geely, which also owns Sweden's Volvo Cars, last year said it will inject \$40 million into Proton as part of its stake purchase. Proton has a distribution network in some key markets in the region and the deal gives the Chinese company a platform to expand in Southeast Asia, where non-Japanese brands often struggle.

Proton said in a statement that the X70, its first vehicle jointly developed with Geely, will help transform perceptions of its brand. It said bookings for the car opened in September ahead of the launch and that it has received more than 10,000 orders.

The X70 "introduces Proton to a new market segment and is the key catalyst for the total rejuvenation of the brand," the company said.

Geely is one of China's biggest independent auto brands. Founded in 1986 as a refrigerator manufacturer, it started producing motorcycles in the 1990s and launched its first car in 2002. It bought Volvo from Ford Motor Co. in 2010.

Geely has said it will make Malaysia a manufacturing hub for right-hand-drive vehicles for its global sales. Geely recently also agreed to help upgrade Proton cars for sale in global markets.

Proton's tie-up with Geely also marked a turning point in Malaysia's auto policy. The government has long resisted efforts to sell off any key stake in Proton, seen as a national icon.

Mahathir, who started Proton when he was prime minister for 22 years until his retirement in 2003, last year slammed the sale to Geely, saying it was like "losing a child."

He returned to power a second time after leading an alliance to oust the country's long-ruling coalition in May elections.

At the launch Dec. 12, Mahathir praised Proton's progress since its partnership with Geely. He said he was impressed with technological advances such as better security and voice command features in the X70. He urged Proton to continue to produce strong car models that can make Malaysia proud.

FCA Issues No Comment On Mack Engine II Rumors

by DAVID KOENIG
AP Business Writer

Fiat Chrysler will open another assembly plant in the Detroit area, according to a person familiar with the automaker's plan.

The source said the plant will produce SUVs but did not specify when it will open or how many jobs it will create. The person spoke on condition of anonymity because the plan has not been made public.

Fiat Chrysler declined to comment on the rumors that have appeared in the automotive media.

The Detroit News reported Dec. 6 that the company plans to reopen a former engine plant on the city's east side to make Jeep Grand Cherokee SUVs with three rows of seats starting with the 2021 model year.

The FCA plant will employ 100 to 400 people, the newspaper said. The Mack Avenue Engine II plant has been shuttered since 2012.

Fiat Chrysler has seen strong sales of light trucks and SUVs, including its Jeep and Dodge Ram models, helping boost November U.S. sales to more than 181,000 vehicles, its best November in 17 years.

Sales of the Ram line jumped 44 percent, but sales of Chrysler cars and minivans slumped 21 percent.

This comes as no surprise to executives at FCA. The company's chief financial officer told investors in June that trucks and SUVs would account for 80 percent of revenue by 2022.

Fiat Chrysler's decision to open another assembly plant comes as other automakers are retrenching. General Motors announced last week that it plans to cut up to 14,000 jobs in North America and consider closing five plants as it abandons many cars in favor of trucks and SUVs, as well as autonomous and electric vehicles.

President Donald Trump ripped GM for the cuts, which will include salaried workers and employees on factory floors. Trump has promised more jobs in the auto industry. At a rally last summer near a GM plant in Ohio, he told the crowd that jobs are "all coming back."

Lawmakers in both parties have also blasted General Motors, complaining that the company could be using savings from recently lowered federal taxes to employ more Americans, not fewer.



Jeep revived the Gladiator truck after more than three decades.

Gladiator Truck a True Jeep

CONTINUED FROM PAGE 3

What challenges did you face creating the new Gladiator?

The Gladiator is 100 percent Truck and 100 percent Jeep. Throughout the development process, the engineering team was challenged with balancing both the on road and off road performance requirements. We made sure the Gladiator was the best truck in segment as an every day driver that is capable of towing boats, or carrying ATVs and Motorcycles to places that only a Jeep can go.

What technological issues did you have to overcome? (for example, did you have to make the transmission smaller, or did you have to get around aerodynamics with better powertrain performance).

We widened the grille slots for additional air intake to assist with the increased towing capacity. To achieve best-in-class 4x4 payload, the rear five-link coil suspension design, exclusive to Gladiator, features two upper and two lower forged steel control arms for longitudinal control, and a track bar for lateral axle control.

The control arms are located under the frame rails while the rear shocks are forward facing to provide consistent damping for ride comfort and load management.

What makes a Jeep truck versus a Ram?

Gladiator features an all-new frame that's exclusive to it along with a rear suspension configuration. Gladiator is focused more

on getting away for the weekend with the boat, dirt bikes or ATV and taking on any off road challenges.

How does this stand up to Jeep heritage? Gladiator hasn't been a Jeep model for decades.

The Jeep Gladiator builds on a rich heritage of tough, dependable Jeep trucks, offering rugged utility and uncompromising 4x4 performance. The new 2020 Gladiator is the latest in a long line of dependable Jeep trucks. With best in segment ground clearances and off road hardware like 33" All Terrain Tires, Locking Axles and disconnecting sway bars, the Gladiator proves that it has earned the Jeep Badge.

What was the biggest surprise when developing the Gladiator?

Development progressed as expected. Our engineers worked hard to make the the ride comfortable and refined for the daily commutes. With the heavy duty front and rear solid axles, our engineers delivered best-in-segment ride comfort while not compromising off road capability.

What are you most proud of in this new truck?

We're proud that it is equal parts Jeep and truck. Not only will it take you places where others can't, it'll do it with best-in-class towing and 4x4 payload. The Gladiator is like nothing else in the segment.

We're proud of its off road capability, on road dynamics, rear seat comfort and all of the other thoughtful features our customers will appreciate, including a class exclusive removable top.

ALL LEASE PAYMENTS 0 DOWN

BIG FINISH 2018

WE WILL PAY FIRST 2 PAYMENTS OF YOUR LEASE (see details below)**

<p>2018 JEEP COMPASS LATITUDE 4X4</p> <p>SALE PRICE \$19,865*</p> <p>0 DOWN **2 PAYMENTS PAID</p> <p>\$178* 36 MO. 10K MSRP \$30,370</p>	<p>2018 DODGE CHARGER GT AWD</p> <p>SALE PRICE \$26,627*</p> <p>0 DOWN **2 PAYMENTS PAID</p> <p>\$259* 36 MO. 10K MSRP \$36,025</p>
<p>2019 RAM 1500 BIG HORN CREW CAB 4X4</p> <p>SALE PRICE \$31,654*</p> <p>0 DOWN **2 PAYMENTS PAID</p> <p>\$164* 24 MO. 10K MSRP \$47,080</p>	<p>2019 CHRYSLER PACIFICA LIMITED</p> <p>SALE PRICE \$36,216*</p> <p>0 DOWN **2 PAYMENTS PAID</p> <p>\$348* 36 MO. 10K MSRP \$47,830</p>

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

ROSEVILLE

CHRYSLER Jeep DODGE RAM

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

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 1/2/19. **ROSEVILLE CHRYSLER DODGE JEEP RAM WILL PAY YOUR FIRST TWO PAYMENTS UPON COMMENCEMENT OF A LEASE OF A NEW 2018 COMPASS, DURANGO, JOURNEY, CHARGER OR 2019 RAM FROM OUR DEALERSHIP. PAYMENT WILL BE ISSUED DIRECTLY TO CUSTOMER. CUSTOMER IS RESPONSIBLE FOR MAKING THEIR LEASE PAYMENTS AS SCHEDULED. MAXIMUM MONTHLY PAYMENT MADE BY THE DEALERSHIP WILL NOT EXCEED \$350.00. ROSEVILLE CHRYSLER DODGE JEEP RAM ASSUMES NO RESPONSIBILITY FOR LATE CUSTOMER LEASE PAYMENTS. ONE-PAY LEASES DO NOT QUALIFY. OFFER MUST BE PRESENTED DURING NEGOTIATION PROCESS. PRIOR SALES ARE EXCLUDED. OTHER RESTRICTIONS MAY APPLY. CHANGE EXPIRATION DATE TO 1/2/19.

FCA's Making 'Mopar' Holiday A Possibility

The Mopar brand is pulling unique ideas from its "gift bag" of more than 500,000 parts, accessories, Mopar-branded gear and vehicle protection plans to complete any holiday shopping list, said FCA spokesman Darren Jacobs.

The brand's portfolio features items to fit every budget for the gearhead on your gift-giving list, ranging from a hoodie or gift cards to the bucket-list 707-horsepower Mopar "Hellcrate" 6.2L Supercharged Crate Hemi Engine.

Holiday gift shopping online is made easy at the brand's official website www.Mopar.com. Click on the "Store" tab to browse Mopar parts, accessories and merchandise/gear, and on the "Care" tab for Mopar Vehicle Protection plan information.

For the www.WearMopar.com section of the website, use promo code "MOPAR75" at check-out to enjoy free standard ground shipping to U.S. locations this holiday season when spending \$75 or more on branded merchandise. The free shipping offer is valid through Dec. 31.

Only orders placed by Dec. 10 are guaranteed holiday delivery, Jacobs said.

Visit www.WearMopar.com for complete offer information and guidelines.

Mopar holiday gift ideas include:

- Hoodie - Features the Mopar text logo on the left sleeve in grey for a cozy, comfortable look.
- "Hellcrate" 6.2L Supercharged Crate Hemi Engine. The Mopar "Hellcrate" engine produces 707 horse power. Use the Mopar "Hellcrate" Engine Kit for plug-and-play installation.
- Gift cards - WearMopar.com gift cards of \$25, \$50 and \$100 are available to shop online for Mopar gear and apparel.
- Jeep Performance Parts: A 5-inch Jeep Performance Parts (JPP) LED light kit and a JPP snorkel are just two of the many JPP products available for the diehard off-roader who's been extra nice this year.
- Wireless earbuds/power bank - Keep the music playing and devices charged on the go with this combo set of wireless earbuds and 2000mAh power bank, which carries the "Mopar Garage" logo.

Takata Troubles Force Another Toyota Recall

DETROIT (AP) - Toyota is recalling about 70,000 Toyota and Lexus brand vehicles in North America to replace air bag inflators that could explode and hurl shrapnel at drivers and passengers.

The recall covers the 2003 to 2005 Corolla, the 2002 to 2005 Sequoia, the 2003 to 2005 Tundra and the 2002 to 2005 Lexus SC.

Takata uses the chemical ammonium nitrate to create a small explosion and inflate the bags. But it can deteriorate and burn too fast, blowing apart a metal canister.

The Toyota and Lexus vehicles were recalled previously and the inflators replaced with new ones that still used ammonium nitrate. In the latest recall, Toyota will use inflators made by another company with a safer chemical.

Owners will be notified early next year. Toyota says it has replacement parts available.

DICK HUYAERE'S GREATEST DECEMBER MONDAY SALE! 8:30AM - 9:00PM

LARGEST EXCLUSIVE DECEMBER SALE DEALER! BY THE #1 RAM STORE IN MICHIGAN!

- Absolute Best Sale Prices/Lease Payments
- Incredible Sales Experience!
- 2744 New Vehicles to Choose From
- Deliver Your New Vehicle To Your Home or Work
- Highest Trade-in Value!
- 3 Exclusive Huvaere's Bonus Coupons

FREE TV

With The Purchase or Lease of An In Stock

2018 Jeep Compass 4x4

YOUR CHOICE

ALTITUDE EDITION LEASE FOR **\$79****
24 Mos. • \$1995 due

LATITUDE EDITION LEASE FOR **\$70****
24 Mos. • \$1895 due

BIG FINISH SALE PRICE **\$18,615**

BIG FINISH SALE PRICE **\$17,671**

Huge Selection! All Colors In Stock! HOTTEST LEASE DEAL! FREE TV!

J8-11874 J8-12114

EXCLUSIVE HUYAERE DECEMBER 2018

1500 RAM BONUS CASH **\$3000**

In stock new 2018, 2017, 2016 and 2015 vehicles only. Must present coupon. Prior sales excluded. One coupon per purchase or lease. Not valid with \$2000 December 2018 Trade-In Bonus Cash or \$3000 December 2018 1500 Ram Bonus Cash. Excludes Wranglers & sold orders. See dealer for details. Valid thru 12/17/18.

Exclusive Huvaere BONUS CASH on 2019 Ram 1500 Crew Cab 4x4

EXCLUSIVE HUYAERE DECEMBER 2018

TRADE-IN BONUS CASH **\$2000**

In stock new 2018, 2017, 2016 and 2015 vehicles only. Must present coupon. Prior sales excluded. One coupon per purchase or lease. Not valid with \$2000 December 2018 Trade-In Bonus Cash or \$3000 December 2018 1500 Ram Bonus Cash. Excludes Wranglers & sold orders. See dealer for details. Valid thru 12/17/18.

No Matter What Make or Condition, We Can Help! Appraised Value PLUS \$2,000

EXCLUSIVE HUYAERE DECEMBER 2018

BONUS CASH **\$2000**

In stock new 2018, 2017, 2016 and 2015 vehicles only. Must present coupon. Prior sales excluded. One coupon per purchase or lease. Not valid with \$2000 December 2018 Trade-In Bonus Cash or \$3000 December 2018 1500 Ram Bonus Cash. Excludes Wranglers & sold orders. See dealer for details. Valid thru 12/17/18.

ALL FACTORY REBATES AND DISCOUNTS PLUS \$2000

HUYAERE DECEMBER CHEROKEE DEAL!

2019 Jeep Cherokee 4x4 Trailhawk

LEASE FOR **\$79****
24 Mos. • \$1995 due

142 To Choose From

DECEMBER DEALS ARE HERE!

EARLY OUT ON ALL LEASES!

Don't Spend Another Dime on Your Current Lease. Bring It to Us AS IS... Let Us Get You Out of It! See Dealer for details.

OUR GIFT TO YOU FROM THE #1 RAM DEALER IN MICHIGAN

\$3000 EXCLUSIVE RAM BONUS CASH ON OVER 1000 RAMS AVAILABLE

WE KNOW RAMS!

Your Heavy Duty Ram Headquarters

- 99 RAM 2500'S AVAILABLE
- 13 RAM 3500'S AVAILABLE
- 46 PRO MASTERS AVAILABLE
- SNOW PLOW TRUCKS AVAIL.

2018 RAM 2500 CREW CAB 4X4 DIESEL

• Off-Road Package • Anti-Spin • Trailer Brakes • Cummins Turbo Diesel

DECEMBER SPECIAL SALE PRICE \$39,999*

D8-14124

#1 WE KNOW TRUCKS! #1

IT'S RAM TRUCK MONTH

at Dick Huvaere's

HAVE IT ALL! 1500, 2500, 3500 ALL IN STOCK!

NEW LEASE INCENTIVES ON THE 2019 RAM

2018 RAM 3500 CREW CAB 4X4

• Spray-in Bedliner • Chrome Appearance • Popular Equipment • Trailer Brakes

DECEMBER SPECIAL SALE PRICE \$36,581*

D8-14113

#1 RAM STORE FOR 2013 • 2014 • 2015 2016 • 2017 • 2018

\$3000 HUYAERE RAM BONUS CASH!

\$3000 HUYAERE RAM BONUS CASH!

100+ RAMS AVAILABLE

LOWEST LEASE PAYMENTS!

2018 RAM 1500 QUAD CAB 4X4

• Express Group

SPECIAL SALE PRICE \$24,586*

D8-13886

EXPRESS • BIG HORN • LARAMIE • REBEL BLACK APPEARANCE GROUP - All In Stock!

2019 Ram 1500 Crew Cab 4x4 Lease Special

Huge Inventory of 2500 | 3500 | Promasters

2018 RAM 1500 PROMASTER CARGO

Great Selection of Vans

SPECIAL SALE PRICE \$23,689*

D8-13954

2019 RAM 1500 QUAD CAB 4X4 CLASSIC

LEASE FOR **\$109****
24 Mos. • \$0 due

• Express Value • Spray In Bedliner

SALE PRICE \$26,999*

D9-12643

2019 RAM 1500 CREW CAB 4X4 BIG HORN

LEASE FOR **\$110****
24 Mos. • \$50 due

• Remote Start • 20" Wheels • Level 1

SALE PRICE \$30,790*

D9-13105

2019 RAM 1500 CREW CAB 4X4 BIG HORN WITH LEVEL 2 EQUIP. GROUP

LEASE FOR **\$111****
24 Mos. • \$50 due

• 20" Wheels • Level 2 Group • Wheelhouse Liners

SALE PRICE \$31,480*

D9-12611

2019 RAM 1500 CREW CAB 4X4 LARAMIE

LEASE FOR **\$117****
24 Mos. • \$1095 due

• Level 1 • Leather • Laramie

SALE PRICE \$34,999*

D9-12766

CHRYSLER HUYAERE PACIFICA SPECIALS

2018 CHRYSLER PACIFICA LIMITED

LEASE FOR **\$199****
24 Mos. • \$1995 due

159 PACIFICAS AVAILABLE

SALE PRICE \$33,141*

C8-41683

Jeep 2018 JEEP COMPASS 4X4

Latitude LEASE FOR **\$70****
24 Mos. • \$1995 due

Altitude LEASE FOR **\$79****
24 Mos. • \$1995 due

December's Best Lease Specials!

J8-12114 J8-11874

DECEMBER LEASE SPECIAL!

2018 Dodge Charger GT AWD

Cloth **LEASE FOR \$119****
24 Mos. • \$1995 due

Leather Navigation **LEASE FOR \$179****
24 Mos. • \$1995 due

D8-71314 D8-71024

2018 CHRYSLER PACIFICA TOURING L PLUS

LEASE FOR **\$207****
24 Mos. • \$1995 due

159 PACIFICAS AVAILABLE

SALE PRICE \$28,949*

C8-41542

2018 JEEP GRAND CHEROKEE LAREDO 4X4

GREAT LEASE SPECIAL!

LEASE FOR **\$105****
24 Mos. • \$1995 due

J8-20716

DECEMBER DEALS ARE HERE!

2017 DODGE CHARGER R/T 392 **SALE PRICE \$34,911***

2017 DODGE CHALLENGER GT AWD **SALE PRICE \$26,738***

FANTASTIC BUY SPECIALS!

D7-71020 D7-50079

2018 CHRYSLER PACIFICA TOURING L

LEASE FOR **\$214****
24 Mos. • \$1995 due

159 PACIFICAS AVAILABLE

SALE PRICE \$27,432*

C8-41366

2018 JEEP GRAND CHEROKEE ALTITUDE EDITION **LEASE FOR \$214****
24 Mos. • \$1995 due

2019 JEEP GRAND CHEROKEE LIMITED 4X4 **LEASE FOR \$152****
24 Mos. • \$1995 due

GREAT INVENTORY!

J8-20803 J9-20893

2018 DODGE JOURNEY GT **LEASE FOR \$87****
24 Mos. • \$2000 due

2018 DODGE CHALLENGER R/T **LEASE FOR \$114****
24 Mos. • \$1995 due

INCREDIBLE DODGE LEASE SPECIALS!

D8-00287 D8-50028

2019 JEEP CHEROKEE 4X4 TRAILHAWK

LEASE FOR **\$79****
24 Mos. • \$1995 due

142 To Choose From

J9-70301

2017 GRAND CARAVAN SXT

• Blacktop Package • Driver Convenience Group • DVD

SALE PRICE \$24,614*

HURRY! GOING FAST!

D7-40888

2018 JEEP WRANGLER UNLIMITED 4X4 **LEASE FOR \$199****
36 Mos. • \$1995 due

ALL NEW 2018 JEEP WRANGLER UNLIMITED 4X4 **LEASE FOR \$239****
36 Mos. • \$1995 due

J8-31085 J8-31128

2018 DODGE DURANGO SXT AWD **LEASE FOR \$205****
36 Mos. • \$1995 due

2018 DODGE DURANGO GT AWD **LEASE FOR \$245****
36 Mos. • \$1995 due

D8-30081 D8-30106

DICK HUYAERE'S RICHMOND, MI

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

BIG FINISH 2018

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, 27, 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 depreciation 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, plate fee, sales tax, and accrued finance charges over the term of the loan. All rebates and program money assigned back to dealer. All prices and lease payments are based off FCA US LLC incentives from the Great Lakes Business Center. Rebates as retail consumer cash. Lease cash, lease loyalty, conquest 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 may car cash coupon has been applied to all sale and lease payments in this ad. Vehicle sale prices include Chrysler Capital bonus cash-finance thru Chrysler Capital. Ram leases include Great Lakes Truck Conquest Bonus Cash. *Sale prices include lessee loyalty retail bonus cash, conquest lease loyalty, customer must qualify. 1.84 month buy, 2.99% APR with approved credit. Ram payments include Ram to Ram Loyalty Rebate.

Detroit's Renaissance Not Stalled by GM Move

by COREY WILLIAMS
Associated Press

DETROIT (AP) – General Motors' planned shutdown of its Detroit-Hamtramck plant would leave only one auto assembly factory in the city known for "putting America on wheels," but the closure and job losses are not expected to stall out Detroit's comeback since its 2014 bankruptcy exit.

Experts say a more tech-driven and medical industry economy is moving Detroit further from a reliance on manufacturing and that GM's downsizing in the name of cost-cutting and investment in autonomous and electric vehicles won't hurt as much as past mass layoffs and plant closings.

Detroit once was home to about a dozen massive assembly plants. A Fiat-Chrysler facility on the east side would be the last if GM closes its Detroit-Hamtramck plant. About 1,500 people work at the GM plant while Fiat-Chrysler's Jefferson Avenue plant employs about 5,000.

Fiat-Chrysler reportedly plans to reopen a former engine plant on the city's east side to make Jeep Grand Cherokee SUVs with three rows of seats starting with the 2021 model year.

"Manufacturing is now a tech industry – you don't have to hire as many people to make as much stuff," said Ned Staebler, president and chief executive of the small business incubator Tech-Town Detroit. "It's not just General Motors. Every major OEM (original equipment manufacturer), major manufacturer is going through similar processes. It's a trend that is going to continue."

GM wants to close four facilities in the United States and one in Canada. Nearly all of the 8,000 white-collar jobs GM expects to

cut company-wide would be at the automaker's technical center just north of Detroit in Macomb County's Warren.

Some of the 3,300 global blue-collar job losses would come from the Detroit-Hamtramck plant and a transmission facility in Warren.

The jobs account for only .2 percent of local county employment "muting the immediate effect of the plant closures," *Moody's Investors Service* said in a report.

**"Everybody
in here is a
survivor and we're
going to survive..."**

**– Dnitra Landon,
GM Employee,
Hamtramck Plant**

That means there is less reliance on those jobs and plants to supply tax dollars needed to help pay for city services and fill out Detroit's operating budget.

But, *Moody's* wrote, the impact could grow "as GM reduces salaried employees, if reduced production hurts ancillary suppliers or if there is a broader slowdown in the industry."

Detroit will experience some loss of tax revenue from the plant and people working there, said law professor Anthony Sabino of the Tobin College of Business at St. Johns University in New York.

Owners of shops and restaurants that catered to those workers will be impacted, too.

"This will not derail the (city's)

21st century renaissance. They are working from a solid foundation. If this had happened prior to the city's reorganization, it could have been far more harmful," Sabino said.

Detroit was about \$12 billion in debt before filing for bankruptcy in 2013. Much of that was erased or restructured allowing the city to improve services, like police and fire, and invest in neighborhoods.

Detroit's general fund balance was about \$595 million at the end of the 2017 fiscal year, compared to a deficit of about \$73 million that the city faced at the end of the 2013 fiscal year following years of a plummeting population and tax base.

A \$36 million operating surplus was expected for the fiscal year 2018.

A 30-year jobs forecast by the Southeast Michigan Council of Governments forecasts manufacturing jobs in Detroit falling from 23,000 three years ago to 16,000 by 2045. Over that same time, professional and technical services, corporate headquarters, administrative, support, waste services and health care jobs are expected to rise.

Preliminary figures from the U.S. Bureau of Labor Statistics pegged unemployment in Detroit in September at 7.9 percent. While this is still well above the U.S. rate of 3.7 percent, Detroit's unemployment has been dropping since January 2014 when it was nearly 18 percent. Detroit's unemployment rate was 28.9 percent in June 2009.

Preparing Detroit's workforce for non-manufacturing jobs is one of the next hurdles.

Mayor Mike Duggan has said more residents are enrolling in Detroit At Work free training programs. The programs offer train-

ing and certifications for jobs that include information technology, truck driving, health careers, computer networking and culinary arts.

But many people in the city are not prepared for tech-related jobs that are in Detroit or on the way, said Ida Byrd-Hill, president of Detroit-based Uplift Inc., which provides computer programming language training.

"A lot of the training programs have not really reached out to women or people of color," said Byrd-Hill, who added that funding has been limited for local tech-training providers.

Companies are looking for more educated and tech savvy workers, especially those with critical thinking, communications, collaborating and team building skills – someone who is "able to think critically about when to use the appropriate piece of technology," said Tech-Town's Staebler.

With Ford also considering thousands of white-collar cuts,

Detroit-area auto industry workers may find it difficult to find new jobs or match their salaries if they go to other industries, said David Kudla, CEO of Mainstay Capital Management in Grand Blanc, Mich., which advises many auto industry employees. "You're going to be going out in a marketplace where everybody is cutting back," he said.

Those with skills in developing autonomous or electric vehicles will have an easier time finding work, Kudla said.

He suggests that workers cut expenses and build savings to be ready in case of layoff.

Still, there's a human element to a possible Detroit-Hamtramck closure, assembly line worker Dnitra Landon told the *Detroit Free Press*.

"I know you're a big business, but what about the people who make you a big business?" Landon, 55, said of GM. "Everybody in here is a survivor and we're going to survive no matter what happens."



2019 Chrysler 300

FCA's 300 Named as 'Most Wanted' by Edmunds.com

It's good to be wanted, and that's good news for the Chrysler 300.

For the second year in a row, the Chrysler 300 is the "Most Wanted" Large Car, according to Edmunds.

The annual Edmunds' Most Wanted Awards honor the most in-demand vehicles in 17 segments, based on overall sales figures, average time on the dealer lot and shopper interest data on Edmunds, said FCA spokeswoman Claire Carroll.

"It's clear that the Chrysler 300's variety of options and trademark bold styling continue to serve it well in the category," said Ivan Drury, senior manager of industry analysis at Edmunds.

Edmunds analyzed data from the first nine months of 2018 for all qualifying new models on sale during that time to determine the winners in each of the 17 segments of the 2019 Edmunds' Most Wanted Awards, Drury said.

For each segment, Edmunds identified the models with the highest levels of two types of shopper consideration based on Edmunds site activity, the highest sales and the lowest average days-to-turn.

Edmunds equally ranked each of the four data sets to determine the winner in each segment, and the 2019 Chrysler 300 lineup delivers on the brand's promise of iconic and elegant design executed with world-class performance, efficiency and quality – all at an attainable value, Drury said.

Carroll said the sedan was designed to offer class-exclusive innovations and advanced technology at the driver's fingertips. The entire 300 lineup includes the Uconnect 4 system with Apple CarPlay and Android Auto,

that is paired with the standard 8.4-inch touchscreen, the largest in its class, all while having improved features and an award-winning interface, said Carroll.

The 300's TorqueFlite eight-speed automatic transmission delivers up to 30 miles per gallon (mpg) highway fuel economy and comes standard on every model, Carroll said.

Available on the Touring, Touring L, 300S and Limited is the segment's most advanced all-wheel-drive (AWD) system, which seamlessly engages at any speed to enable optimal traction and control based on conditions, driving style and road surface, said Carroll, who added that the 5.7-liter Hemi V8 engine with 363 horsepower – standard on the 300C and available on the 300S – is the most powerful V8 engine in its class.

Carroll said Chrysler designers haven't neglected style to go along with the vehicle's power and fuel economy. For 2019, new Black Noise finish on 20-inch wheels comes standard on 300S models and are included with the Sport Appearance Package on Touring models.

Edmunds is an Internet car information and shopping platform, that helps millions of visitors each month find their perfect car, Carroll said. The company also offers products like Edmunds Your Price, Your Lease and Used+, and shoppers can buy smarter, she said, with instant, upfront prices for cars and trucks currently for sale at more than 13,000 dealer franchises across the U.S. Edmunds' in-house team of unbiased car shopping experts that provide industry-leading vehicle reviews and shopping tips. They welcome all car-shopping questions, said Carroll.

Ranger Goes Far on New Mileage Rating

It's big news for a small pickup truck.

The 2019 Ford Ranger is the most fuel-efficient gas-powered midsize pickup in America – providing a superior EPA-estimated city fuel economy rating and an unsurpassed EPA-estimated combined fuel economy rating versus the competition, said Ford spokeswoman Dawn McKenzie.

The new Ranger has earned EPA-estimated fuel economy ratings of 21 mpg city, 26 mpg highway and 23 mpg combined for 4x2 trucks.

When configured as a 4x4, Ranger returns EPA-estimated fuel economy ratings of 20 mpg city, 24 mpg highway and 22 mpg combined.

This is the best-in-class EPA-estimated city fuel economy rating of any gasoline-powered four-wheel-drive midsize pickup and it is an unsurpassed EPA-estimated combined fuel economy rating, McKenzie said.

"Midsize truck customers have been asking for a pickup that's Built Ford Tough," said Todd Eckert, Ford truck group marketing manager. "And Ranger will deliver with durability, capability and fuel efficiency, while also providing in-city maneuverability and the freedom desired by many midsize pickup truck buyers to go off the grid."

Along with 270 horsepower, Ranger's standard 2.3-liter EcoBoost engine produces 310 lb.-ft. of torque, delivering the most torque of any gas engine in the midsize pickup segment, said McKenzie.

"Paired with a class-exclusive 10-speed transmission, Ranger boasts a unique combination of efficiency, power and capability that only comes from Ford," Eckert said.

Ranger is designed and engineered to serve the needs of



2019 Ford Ranger

North America with new technology like its available class-exclusive Blind Spot Information System with trailer coverage, all-new Terrain Management System with Trail Control and standard FordPass Connect with a 4G LTE

Wi-Fi hotspot supporting up to 10 devices, Eckert said.

Ranger production is underway at Michigan Assembly Plant. The truck arrives at dealers nationwide starting in January, McKenzie said.

VW Settlement Cash Paying for Buses

MADISON, Wis. (AP) – Several Wisconsin cities and one county are getting new diesel buses thanks to fines that Volkswagen paid for cheating on emissions tests, but environments say officials missed an opportunity to invest in more environmentally friendly electric vehicles.

Wisconsin is set to receive \$67 million over the next decade to offset pollution, *The Wisconsin State Journal* reported. Of that, \$32 million will be used for new buses in Appleton, Eau Claire, Green Bay, Janesville, La Crosse, Madison, Racine, Sheboygan, Wausau, and Milwaukee County.

The funds are part of a \$2.9 billion settlement Volkswagen agreed to pay for violating the Clean Air Act by selling diesel

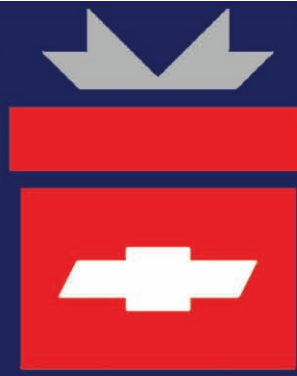
engines with software designed to trick emissions tests.

Almost all of the new 58 buses will have diesel engines, which generate about twice the climate-warming emissions of electric-powered buses. Only Racine plans to buy electric buses.

Environmental advocates say it's a missed opportunity to invest in electric vehicles.

"The VW settlement is a unique opportunity that should be used to cover the premium of zero-emission vehicles, not to subsidize a city's regular procurement budget for status-quo technologies," said John-Michael Cross of the nonprofit Environmental and Energy Study Institute. "Transit agencies should be working to leap ahead and electrify their fleets as quickly as possible."

MORAN CHEVROLET



EMPLOYEE DISCOUNT FOR EVERYONE

The Price You Pay is What We Pay... Not A Cent More!

2019 EQUINOX "LT"



- Color Touch Screen Radio!
- Keyless Start and Entry!
- Rear Vision Camera!
- Heated Power Mirrors!
- Aluminum Wheels!
- Bluetooth for Phone!

Stock# K47128

24 MONTH LEASE

\$139*



EMPLOYEE DISCOUNT FOR EVERYONE!

Was \$28,370 Sale Price: **\$21,999***

\$999 Down

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

0% APR Available on Select 2018 and 2019 Vehicles In Stock!*

2019 MALIBU "LT"



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

Stock# K47464

Was \$27,415 Sale Price: **\$22,999***

24 MONTH LEASE

\$199*

EMPLOYEE DISCOUNT FOR EVERYONE!



\$999 Down

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

2019 SILVERADO "LT" 4X4 DOUBLE CAB ALL STAR EDITION



- 5.3L 355HP V8 Engine!
- GM Bed Liner INCLUDED!
- Color Touch Screen Radio!
- Trailer Package!
- Remote Start and Entry!
- 18" Polished Aluminum Wheels!

Stock# K45950

Was \$45,675 Sale Price: **\$32,999***

24 MONTH LEASE

\$239*

EMPLOYEE DISCOUNT FOR EVERYONE!



\$999 Down

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

2019 COLORADO 4WD CREW CAB



- 3.6L DI DOHC V6 Engine!
- Sliding Rear Window!
- Color Touch Screen Radio!
- Remote Start and Entry!
- Bluetooth for Phone!
- Aluminum Wheels!

Stock# K46657

Was \$36,595 Sale Price: **\$31,299***

24 MONTH LEASE

\$249*

EMPLOYEE DISCOUNT FOR EVERYONE!



\$999 Down

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

2019 TRAVERSE "LS"



- Color Touch Screen Radio!
- Remote Keyless Entry!
- Rear Vision Camera!
- 8 Passenger Seating!
- Aluminum Wheels!
- Bluetooth for Phone!

Stock# K47290

Was \$34,070 Sale Price: **\$28,289***

24 MONTH LEASE

\$259*

EMPLOYEE DISCOUNT FOR EVERYONE!



\$999 Down

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

We'll Give You a Minimum of \$2000 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, private offers, competitive brand, lease conquest and/or lease loyalty offers have been deducted from Sale Prices/Payments and are subject to change by the manufacturer without notice and are plus title, tax, plate, CVR fees and administrative fees (when applicable) and were valid at time of printing. GM Employee discount require except where noted. Leases are 10,000 miles per year. Disposition fee may be required at lease turn in. 0% APR must finance with GM Financial. Terms and length of contract may vary. Some customers will not qualify. \$2000 minimum trade-in offer is on 2008 or newer vehicles under 160,000 miles in drivable condition. No salvage or branded titles. Certain restrictions apply, see dealer for complete details on all incentives/offers. Sale ends 12/21/2018 @ 6:00PM.



WELCOME TO DECEMBER, PLEASE CALL FOR YEAR-END SPECIALS, YOU WILL NOT BE DISSAPPOINTED!!



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

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

1-888-665-5438

Joe Lunghamer

CHEVY Drive Beautiful **BUICK** WE ARE PROFESSIONAL GRADE! **GMC**

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



This Chevrolet Silverado was given to Operation Homefront at the recent Army-Navy football game.

Chevrolet Supporting Returning Veterans

In an on-field presentation during the annual Army-Navy game, Paul Edwards, Chevrolet U.S. vice president of Marketing, recognized the work that Operation Homefront does to support military families and veterans.

Edwards on Dec. 8 presented Operation Homefront President & CEO Brig. Gen. (ret.) John I. Pray Jr. with a Chevrolet Silverado – one of seven Silverados the brand is providing to help the organization better serve military families, veterans and communities in several cities where it has offices, said GM spokeswoman Afaf Farah.

The fleet will support six Operation Homefront regional offices and its San Antonio headquarters.

“Operation Homefront provides crucial services for military families and veterans across the country and we are proud to present the organization with a fleet of Silverados to help them deliver their programs to the mil-

itary communities who need it most,” said Edwards.

Supporting military members and their families is one of the key initiatives that underpins Chevrolet’s community-focused Chevy Cares platform.

Chevy Cares also encompasses the brand’s support of breast cancer research, youth sports and disaster relief assistance in areas where Chevrolet and its dealers work and live, Farah said.

The fleet of Silverados will be used by Operation Homefront in part to help distribute backpacks for military children, holiday meals, holiday toys and baby supplies, and for other support programs throughout the year.

GM was named in 2015 as a Gold-Level Veteran-Friendly Employer by the Michigan Veterans Affairs Agency.

The MVAA is a state-run agency serving as the central coordinating point for Michigan veterans, connecting those who have served in the military to services and benefits throughout the state, said GM Chief Diversity Officer Ken Barrett.

Operation Homefront is a national nonprofit whose mission is to build strong, stable and secure military families so that they can thrive – not simply struggle to get by – in the communities they have worked so hard to protect.

The organization provides critical financial assistance, transitional and permanent housing and family support services to prevent short-term needs from turning into chronic, long-term struggles, Farah said.

“Chevrolet, through their Chevy Cares program, has been an amazing partner and has played a key role in helping us bring our important mission to support our military families to life,” said Pray.

“Clearly, the entire Chevy team shares our unwavering commitment to meeting the needs of this very special and deserving group of our fellow citizens and their generous donation of these Silverado trucks for logistical support in our regional offices will allow us to help them.”

With more than 6,000 veterans employed at GM and more than 50,000 GM retirees who are veterans, GM and Chevrolet are proud to help those who have given so much for their country, Farah said.

Recognized for superior performance by leading independent charity oversight groups, 92 percent of Operation Homefront expenditures go directly to programs that support tens of thousands of military families each year.

Operation Homefront provides critical financial assistance, transitional and permanent housing and family support services to prevent short-term needs from turning into chronic, long-term struggles.

For more information, visit www.OperationHomefront.org.

Feds Looking At Complaints About Nissan Defects

DETROIT (AP) – U.S. safety regulators are investigating complaints that a suspension part on Nissan Altimas can come loose from the frame due to corrosion.

The probe by the National Highway Traffic Safety Administration covers about 374,000 cars from 2013. The agency says it has four complaints that rear lower control arm assemblies failed. One owner in Seneca Falls, N.Y., wrote that the problem caused a crash, but didn't give details. Three complaints allege the part failed while cars were moving.

Control arms let the wheels and tires travel up and down over bumps.

The complaints came from states that use salt to clear roads of ice and snow.

Investigators will determine how often the problem happens and whether any recall is needed.

Nissan says it's examining data and cooperating with investigators.

Any owner who suspects a problem should have their car checked by a dealer, the company said.

Merry Christmas and Happy Holidays from Buff Whelan Chevrolet

OVER 1,000 New Chevrolets in Stock!



CALL JEFF CAUL 586-274-0396



2018 CHEVY SILVERADO 4X4
 ALL-STAR PKG • DBL CAB
\$258 + TAX WITH \$0 DOWN
24 MTH LEASE 10,000 MILES

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...

2019 TRAX LS

\$160 + TAX WITH \$0 DOWN
24 MTH LEASE 10,000 MILES

NO SECURITY DEPOSIT REQUIRED
 Equipped with Power Locks, Power Windows, Power Mirrors, Keyless Entry, Back-Up Camera & More...



2019 CHEVY EQUINOX 1LT

\$168 + TAX WITH \$0 DOWN
24 MTH LEASE 10,000 MILES

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...



Free shuttle service to home, office or shopping.

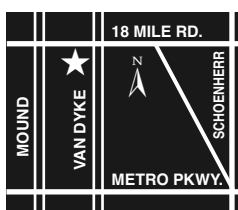
buff whelan chevrolet
 WHERE THE DEALS MAKE THE DIFFERENCE, EVERY DAY SINCE 1970!

Van Dyke • South of 18 Mile • Sterling Heights

Jeff Caul
586-274-0396



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



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 on Trax lease. GM Employee pricing to all on the Equinox and Silverado. The Trax and Silverado leases assume that you qualify for GM Lease Loyalty. To qualify for GM Lease Loyalty you must have a GM Lease in the household. The Equinox lease assumes that you have a Competitive 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 12/31/2018.

FIRST CHOICE

MUFFLER & BRAKE SERVICE
 23252 VAN DYKE
 3 Blocks North of 9 Mile
 HOURS: Mon.-Fri. 7:30am-5pm; Sat.-Closed

WARREN • 586-757-7203

DELUXE OIL CHANGE SPECIAL
 Up To 5 Qts. Of Oil Lube & Filter
 No Disposal Fee
\$23.36
Includes topping off fluids 12-31-18

RADIATOR POWER FLUSH & FILL COOLANT SYSTEM
 Extended Life Coolant & GOS Extra
\$79.95
12-31-18

BRAKE SPECIAL
\$229.95 • Front Premium Disc Brake Pads
 • 2 New Front Rotors
 • Labor Included
Most F.W.D. U.S. Cars • In-store offer ends 12-31-18

Check Our Price on Tune Ups, Water Pumps, Heater Cores & Other Repairs

MAKE US YOUR FIRST CHOICE

MCC's START Students Finish Course

Macomb Community College has graduated its first class from the Tesla START program, an intensive 12-week technical training program designed to provide students with the skills necessary for job placement with Tesla as service technicians.

Seven students who successfully completed the advanced service technician program have been assigned to Tesla Service Centers across the United States, said MCC spokesman Sean Patrick.

"We're serious about developing new ways to connect people with good jobs and futures, and business and industry with the talented workforce they need to prosper," said James O. Sawyer IV, president, Macomb Community College.

"That's why we're excited about the Tesla START program. It provides our students with a unique opportunity to strategically position themselves for the future of the auto industry."

The graduates of Macomb's first Tesla START program and their assignments:

Brian Davis, 34, of Cincinnati, Ohio, to the Tesla Service Center in Cincinnati; Christopher Merle, 21, of Fort Wayne, Ind., to Cincinnati; Patrick Henig, 21, of Shelby Township, mobile technician in Farmington Hills; Zachary Noland, 23, of Fairfield, Ohio, to Tucson, Ariz.; Nikoll Sinishtaj, 25, of Shelby Township, to Buena Park, Calif.; Vishal Tiwari, 22, of Shelby Township, to Sunnyvale, Calif.; and Ryan VanSluytman, 25, of Estero, Fla., to Nashville, Tenn.

"I was never one to shy away from efficiency and see the future as unlimited," said graduate Christopher Merle.

Ford Train Station Project Starts Winterization

It has begun.

Ford has started its renovation of 105-year-old Michigan Central Station in the historic Corktown neighborhood.

In revitalizing this Detroit landmark into the centerpiece of a new campus, Ford seeks to shape the future of transportation, said Ford spokeswoman Christina Twelftree.

The three-phase project began in the first week of December with the winterization of the massive building to dry it out from extensive water damage it sustained over the years and stabilizing the structure.

Phase two involves replacing mechanical and electrical systems and restoring exterior masonry. The final phase entails finishing and restoring the interior. Ford plans to return the grand hall of the station to its original grandeur and attract local shops and restaurants in support of a vibrant, inclusive public space for all, Twelftree said.

"We're excited to start construction on this transformational project," said Mary Culler, Ford's Detroit development director. "The building has been open to the elements for years so the work being done first is mainly internal, weatherizing and making the building stable. Come spring, things will become more visible to the community. And it's not just physical construction happening – behind the scenes we are designing and planning an urban ecosystem built around the future of mobility."

In June, Ford acquired the train station and plans to transform it and surrounding properties into a 1.2-million-square-foot innovation campus where Ford and its partners will work on autonomous and electric vehicle

businesses, and design urban mobility services and solutions.

The project will bring approximately 2,500 Ford employees to Corktown, most from the company's mobility team, and an additional 2,500 jobs with Ford's partners and suppliers.

As part of its effort to create a thriving work-live-play community in Corktown, Ford has engaged Urban Land Institute, the nation's premier nonprofit urban planning and real estate education and research institution, to provide strategic advice on the project's development.

Abandoned in 1988, Michigan Central Station has sustained decades of damage from rain and freeze-thaw effect, a process in which temperature changes from freezing to thawing and expands cracks and holes in the masonry, Twelftree said.

The structure soaked up tons of water over the years and steps must be taken to dry out the building, assess the damage, and plan for repairs and restoration. Leaving the building exposed through another winter would accelerate damage to walls, floors, ceilings and the structure's historic fabric.

A combination of plywood and tarpaulin will be used to cover open windows and exterior holes on the roof of the massive 600,000-square-foot structure to prevent more rain and inclement weather damage. A series of pumps will be installed in the basement to prevent further flooding and fans will be placed to circulate air through the building.

Using natural ventilation and evaporation is the best way to dry out the building rather than rapid heating systems, which could cause irreparable harm to historic features.

"The building is very lucky

Ford stepped in when it did," said Ronald D. Staley, executive director of the Christman-Brinker joint venture selected as the project's construction manager.

"It would have been a lot more difficult, maybe impossible, five to 10 years down the road to salvage. The first year is going to be primarily about doing core and shell work, getting the building stabilized, concrete and steel fixed, and the building enclosed."

Once the building is dried out – a process that will take around six months for the majority of the structure – the construction team will move on to the second phase, which includes replacing mechanical and electrical sys-

tems and restoring the exterior masonry. The train station is comprised of eight acres of masonry and certain aspects of repair and restoration can only be done in good weather.

The final phase will focus on finishing the interior, returning the waiting room to its original grandeur, and restoring plaster and other decorative pieces.

Ford plans to use 3D printing to create the various molds and mockups that will be required in replicating the many historic elements that have deteriorated over the years or are missing. It also includes creating new office space, new areas for public interaction and new retail space.



Ford has started the construction phase of its Corktown project.

Tax Code, EVs, and the Automakers

CONTINUED FROM PAGE 2

200,000 qualifying electric vehicles. GM has estimated it will hit that threshold by the end of December, just as the Bolt will be facing new and potentially stiff competition.

Sam Abuelsamid, a senior analyst at Navigant Research, said Hyundai and Kia each will be selling compact SUVs in the U.S. beginning early next year that can travel 240 miles on a single battery charge, about the same as the Bolt. Ford will be launching a number of new plug-in hybrid models in 2019, including the Lincoln Aviator, Explorer and Escape.

"With the intensifying market shift away from cars to utility vehicles, all of these are expected to be more popular than the Bolt," Abuelsamid said. To remain competitive against the new entries, "GM will likely have to cut the (retail price) of the Bolt as well as any additional EVs they launch next year by the corresponding reduction in the tax credits," he said.

Karl Brauer, executive publisher of Autotrader and *Kelley Blue Book*, said the credit is "hugely important" to electric vehicle manufacturers.

Lowering the up-front cost of the vehicle typically plays a significant role in sales, he said, citing surveys that show more consumers would buy electric vehicles if the cars were affordably priced.

GM joined forces with Tesla and Nissan as well as several consumer and environmental groups to broaden its lobbying push even further.

The EV Drive Coalition, which was launched in November, urged lawmakers in an open letter last week to put a provision in the must-pass government spending bill that does away with the 200,000-car limit.

"Eliminating the per-manufacturer cap will level the playing field for all EV manufacturers and spur innovation among domestic manufacturers, ensuring America's leadership in the hyper-competitive, global auto market," the coalition letter said.

Tesla hit its 200,000 mark in July and Nissan has sold nearly 128,000 electric vehicles, according to data compiled by the car shopping site Edmunds.com. Other automakers are a long way from the ceiling: Hyundai, for example, has sold 15,550 plug-in vehicles, the numbers show, while Toyota is around 94,000 in electric vehicle sales.

Jeannine Ginivan, a GM spokeswoman, said the tax credit should be modified but declined to say whether the automaker backs a specific piece of legislation that would remove the cap.

"We believe an important part of reaching a zero emissions future and establishing the U.S. as the leader in electrification is to continue to provide a federal tax credit to help make electric vehicles more affordable for all customers," Ginivan said in an email.

In addition to GM's in-house lobbyists, four lobbyists from Hance Scarborough, the Austin, Texas-based firm that Hance founded in 1994, are working on GM's behalf, including Hance, according to disclosure records.

GM also contracted with two other lobbying firms earlier this year to focus on electric and automated vehicle issues: the Polaris-Hutton Group and the DS2 Group.

A fourth firm, the S-3 Group, was hired by GM in 2014 and earlier this year added the tax credit to its portfolio of lobbying issues.

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.

Detroit Auto Scene

Calendar: Enter Motor Show's Check of Honor

New 2019 Ford Focus: Top Truck by Expert

Every Chrysler Award Best Sales Achievement

Auto Sales 'Very Healthy' - GM's Muehl

Monday's November Sales Best in 8 Years

Visit DetroitAutoScene.com for this month's edition in PDF format.

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

DetroitAutoScene.com

Ghosn Charged for Underreporting Income

by MARI YAMAGUCHI and YURI KAGEYAMA
Associated Press

TOKYO (AP) – Prosecutors have charged Nissan Motor Co.'s former chairman Carlos Ghosn, another executive and the automaker itself for allegedly violating financial laws by underreporting income.

The charges imposed Dec. 10 involve allegations Ghosn's pay was underreported by about 5 billion yen (\$44 million) in 2011-2015. The prosecutors said earlier that the allegations were the reason for Ghosn's arrest on Nov. 19.

The arrest of an industry icon admired both in Japan and around the world has stunned many and raised concerns over the Japanese automaker and the future of its alliance with Renault SA of France.

The prosecutors issued statements last week outlining new allegations against Ghosn and Greg Kelly, the other executive. Those are of underreporting another 4 billion yen (\$36 million) in 2016-2018. Nissan as a company was not mentioned in the latest allegations, which did not give details about the income thought to have been underreported.

In Japan, a company can be charged with wrongdoing. A court date is still undecided as the prosecutors continue to question Ghosn and Kelly.

The maximum penalty for violating Japan's financial laws, as the prosecutors allege, is 10 years in prison, a 10 million yen (\$89,000) fine, or both.

Some kind of action by the prosecutors had been expected because the detention period allowed for the allegations disclosed earlier was to end last week.

Nissan Motor Co. confirmed

the charges against it in a statement and vowed to strengthen its governance and compliance.

"Nissan takes this situation extremely seriously," it said. "Making false disclosures in annual securities reports greatly harms the integrity of Nissan's public disclosures in the securities markets, and the company expresses its deepest regret."

Kelly, 62, an American, is suspected of having collaborated with Ghosn.

Kelly's attorney in the U.S., Aubrey Harwell, told The Associated Press earlier this month that his client is asserting his innocence. He said insiders at Nissan and outside experts had said the handling of the income reporting was legal.

Ghosn has not commented.

Ghosn was ousted as Nissan chairman and Kelly lost his representative director title following their arrests. They both remain on Nissan's board pending a shareholder's meeting.

Ghosn, 64, was sent to Nissan by its partner Renault SA of France in 1999. He led a dramatic turnaround of the near-bankrupt Japanese automaker. But his star-level compensation drew attention since executives in Japan tend to be paid far less than their international counterparts.

Japanese Prime Minister Shinzo Abe told a news conference last week that relations between Japan and France are unshakable despite concerns over the future of Nissan's alliance with Renault after Ghosn's indictment.

"It is important to maintain stability in the Nissan-Renault-Mitsubishi alliance, which is a symbol of industrial cooperation between Japan and France," he told a televised news conference last week, adding that Japan will promote improved corporate governance in line with global standards.

It is typical in the Japanese legal system for there to be little access to comment by suspects. Prosecutors have also said little.

Only Ghosn's attorneys and embassy officials from Lebanon, France and Brazil, where he has citizenship, have been allowed to visit him.

Shin Kukimoto, deputy chief prosecutor at the Tokyo District Prosecutor's Office, declined last week to say if the suspects were rejecting the allegations. He said Ghosn and Kelly were being detained because they are considered flight risks.

Japan's criminal justice system long has been criticized for detaining people for extended periods to pressure them to confess. The conviction rate for those charged is more than 99 percent.

Kukimoto denied that prosecutors were working to force confessions.

"We do not have such a scenario. There is no such thing and we do not force suspects to make confessions to fit the story," he said in response to a reporter's question.

Meanwhile, the Securities and Exchange Commission said it had filed criminal complaints against Ghosn, Nissan and Kelly, paving the way for the prosecutors to charge them. A commission official said Dec. 10 that Nissan, Ghosn and Kelly were suspected of falsifying reports on millions of dollars' worth of Ghosn's income.

2019 NAIAS Lets Businesses Make New Connections

The North American International Auto Show (NAIAS), in partnership with the Michigan Economic Development Corporation (MEDC)/PlanetM, is bringing back business-to-business "Match Meetings" on Wednesday, Jan. 16, from noon to 4 p.m.

Over 500 matchmaking business development meetings took place at the 2018 NAIAS, promoting new connections and collaborations among technology startups, auto-makers, suppliers and venture capitalists, said NAIAS spokeswoman Amanda Niswonger.

"In its inaugural year, the AutoMobili-D Match Meetings at NAIAS have generated over \$10 million in investment and contracts between corporations, investors and startups," said Seun Phillips, PlanetM director.

"Over 75 startups applied for meetings, each having the ability to participate in up to 20 meetings – translating into unmatched business development opportunities and exposure to key audience groups."

MEDC, PlanetM and NAIAS, along with Techstars Mobility, will again arrange a series of vetted, prescheduled meetings for participating AutoMobili-D and NAIAS exhibitors, Niswonger said. The meetings will be held during the first day of Industry Preview, an event that attracts

40,000 automotive and mobility experts from around the world.

"The North American International Auto Show is a global stage for game-changing companies to demonstrate and debut technologies on future mobility and transportation platforms," said 2019 NAIAS Chairman Bill Golling.

"What better way to promote continued collaboration and tap into the talent and energy of mobility innovators than through focused matchmaking spearheaded by the State of Michigan?"

Building upon the success of the past two years, AutoMobili-D, a 150,000-square-foot exposition, returns to the 2019 NAIAS featuring a wide range of auto-makers, suppliers, investors and tech startups showcasing and discussing future mobility platforms, Niswonger said. Attendees include mobility experts and executives scheduled to participate in AutoMobili-D symposiums and panel discussions.

MEDC and PlanetM, the state's partnership branding initiative, aims to foster, retain and grow the mobility sector and position Michigan as the global epicenter for future transportation, will again have a significant role in supporting AutoMobili-D in 2019, Niswonger said.

Mobility startups, corporations and investors can sign up for Match Meetings at naias.com.

Auto Sales Slumping in Chinese Market

by JOE McDONALD
AP Business Writer

BEIJING (AP) – A painful contraction in China's auto market deepened in November as sales fell for a fifth month amid an economic slowdown and consumer anxiety over a tariff fight with Washington.

Sales of SUVs, sedans and minivans in the global industry's biggest market plunged 16 percent from a year ago to just under 2.2 million, an industry group, the China Association of Automobile Manufacturers, reported last week.

Sales for the 11 months through November were down 2.8 percent from a year earlier at 21.5 million.

That puts annual sales on track to shrink for the first time in three decades.

The slump is a setback for global automakers that look to China to drive revenue and are spending heavily to meet government targets to develop electric vehicles.

It adds to challenges for communist leaders as they try to shore up cooling economic growth and fight a tariff war with U.S. President Donald Trump over Beijing's campaign for state-led creation of global champions in robotics and other technology industries.

China's economy is forecast to grow by about 6.5 percent this year, down slightly from 2017's 6.7 percent. But that is propped up by higher government spending on public works construction that helps to mask weakness in real estate sales and other areas that weigh on consumer confidence.

The downturn in automotive sales demand has accelerated steadily.

November's sales decline was worse than October's 13 percent contraction, which was sharper than September's 12 percent decline.

Demand was expected to weaken after Beijing tightened lending controls last year to cool a debt boom.

But the slump is sharper than forecast, fueling expectations regulators will cut sales taxes or

take other steps to shore up demand.

Sales of SUVs, normally a bright spot for the industry, fell 16 percent from a year earlier in November to 910,000 vehicles. Year-to-date sales were up just under 1 percent at 9 million.

Sedan sales were off 12 percent at just under 1.1 million units.

Sales of gasoline-electric hybrid and pure-electric cars and SUVs, which Beijing is promoting aggressively with subsidies and sales quotas, rose 37.6 percent to 169,000. Year-to-date sales were up 68 percent at just over 1 million.

China is a top market for General Motors Co., Volkswagen AG and other industry majors that look to increasingly prosperous

Chinese customers to drive revenue growth. They are spending billions of dollars to develop models to appeal to local tastes.

They face rising competition from young but ambitious Chinese rivals, including electric brand BYD Auto, Geely Auto and SUV maker Great Wall Motor.

Automakers are rolling out dozens of electrics but depend on gasoline-powered models for their profits.

Chinese domestic brands that had been expanding their market share with lower-cost SUVs and sedans suffered an even bigger decline in November sales.

Total sales by Chinese brands fell 23.3 percent to 909,000 vehicles, worsening from October's 18 percent contraction.

Cooper Standard Sets Deal

Cooper Standard of Novi has licensed its proprietary Fortrex material platform to PolyOne Corp., a provider of specialized polymer materials, services and solutions.

With its extensive commercial resources, customer base and materials science capabilities, PolyOne can now sell Fortrex-based formulations into select markets within key consumer and industrial segments, including applications in electrical/electronics, healthcare and complex industrial products, said Cooper Standard spokeswoman Sharon S. Wenzl.

Even after the deal is finally completed, Cooper Standard exclusively retains all rights to Fortrex in its own product lines, Wenzl said.

Cooper Standard will generate revenue and profit from royalty income based on PolyOne's sale of Fortrex-based polymer formulations to its customers, Wenzl said.

"We are excited to have established a relationship with PolyOne," said Jeffrey DeBest, Cooper Standard's president of Advanced Technology Group.

"The versatility of the Fortrex material platform combined with PolyOne's broad market access and extensive sales force represents a unique opportunity for


both companies. This agreement will accelerate the advancement of Fortrex chemistry into industries outside of automotive, an important step toward our company's strategic goal of diverse market growth for our materials science innovations."

"This technology will allow our customers to tap a leading-edge solution for demanding applications and we're excited to begin adding these new formulations to our expanding specialty elastomer portfolio," said Christopher Pederson, PolyOne's president of Specialty Engineered Materials.

Cooper Standard's Fortrex is a lightweight elastomeric material platform developed through the company's i3 innovation process that offers significant performance advantages over other EPDM synthetic rubber, TPV and many other materials in terms of weight reduction, compression set, weathering and durability, Wenzl said.

Fortrex by Cooper Standard won the 2018 *Automotive News* PACE Award, Wenzl said.

The material is able to take on many different forms, including dense extrusions, foams, films and membranes that can be tuned for an endless list of applications and performance solutions.





Grace Centers of Hope™


Join us as we feed and give hope to those who need it most.

Donations to Grace Centers of Hope can be made at our website or call us at the number provided below.

Phone: 248-334-2187
Website: www.gracecentersofhope.org

Find us on Facebook, Twitter, and Vimeo



HEIDEBREICHT CHEVROLET IS THE DEALER WITH A DIFFERENCE.

- NO Hidden Fees, NO Gimmicks
- OPEN SATURDAYS – Sales Hours from 9am-3pm
- Named One of the “2018 Top Places to Work in Michigan”, by the Detroit Free Press

NEW 2019 EQUINOX LS FWD

ULTRA-LOW MILEAGE LEASE EXAMPLE FOR QUALIFIED CUSTOMERS. GM DISCOUNT TO ALL, REQUIRES INCREMENTAL CCR PROGRAM PLUS LEASE CONQUEST.

\$94 24 Month Lease*
\$999 Down Payment

plus tax, title, license, 10k miles per year, no security deposit. MSRP: \$27,195. Example: Stk. #115095



NEW 2019 TRAX LS FWD

ULTRA-LOW MILEAGE LEASE EXAMPLE FOR QUALIFIED CUSTOMERS. NO GM DISCOUNT NEEDED, REQUIRES GM LEASE IN HOUSEHOLD.

\$119 24 Month Lease*
\$999 Down Payment

plus tax, title, license, 10k miles per year, no security deposit. MSRP: \$22,195. Example: Stk. #114232

NO GM Discount Needed!

NEW 2019 COLORADO EXT. CAB 2WD

ULTRA-LOW MILEAGE LEASE EXAMPLE FOR QUALIFIED CUSTOMERS, GM DISCOUNT TO ALL, REQUIRES GM LEASE IN HOUSEHOLD.

\$146 24 Month Lease*
\$999 Down Payment

plus tax, title, license, 10k miles per year, no security deposit. MSRP: \$28,495. Example: Stk. #114294



NEW 2019 SILVERADO 1500 DOUBLE CAB LT ALL STAR 4WD

ULTRA-LOW MILEAGE LEASE EXAMPLE FOR QUALIFIED CUSTOMERS, GM DISCOUNT TO ALL, REQUIRES GM LEASE IN HOUSEHOLD.

\$197 24 Month Lease*
\$999 Down Payment

plus tax, title, license, 10k miles per year, no security deposit. MSRP: \$44,195. Example: Stk. #114078



NEW 2019 TRAVERSE LS FWD

ULTRA-LOW MILEAGE LEASE EXAMPLE FOR QUALIFIED CUSTOMERS, GM DISCOUNT TO ALL, REQUIRES LEASE CONQUEST.

\$243 24 Month Lease*
\$999 Down Payment

plus tax, title, license, 10k miles per year, no security deposit. MSRP: \$33,795. Example: Stk. #115775



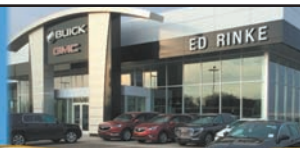
HEIDEBREICHT CHEVROLET

CHEVROLET

FIND NEW ROADS™

HEIDEBREICHT CHEVROLET
64200 Old Van Dyke • Washington, MI • 586.623.5387
www.heidebreicht.com

*LEASES: Require a GM Discount, Incremental CCR Program and GM Lease Loyalty or Lease Conquest. Leases are for 24 months and 10,000 miles per year with \$999 down payment. All lease and finance offers on approved credit to highly qualified buyers through GM Financial. May not be compatible with other offers. Not all customers will qualify. See dealer for full details. Pictures are for illustrative purposes only and may not reflect model advertised. Offers end 12/31/2018.



ED RINKE

Family Owned and Serving the Detroit Area Since 1917

100 YEARS OF BUSINESS

EXPERIENCE THE NEW BUICK

2019 BUICK ENCORE PREFERRED
PURCHASE FOR
\$20,629*

No GM Employee Discount Required



STOCK# B591965

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

2018 BUICK REGAL SPORTBACK PREFERRED
PURCHASE FOR
\$25,529*



STOCK# B480176

LEASE FOR **\$199*** PER MONTH | 24 MONTHS | **\$999** DOWN

2018 REGAL TOURX PREFERRED
PURCHASE FOR
\$28,459*



STOCK# B480458

LEASE FOR **\$209*** PER MONTH | 24 MONTHS | **\$999** DOWN

2019 BUICK ENVISION PREFERRED
PURCHASE FOR
\$27,209*



STOCK# B591035

LEASE FOR **\$229*** PER MONTH | 36 MONTHS | **\$999** DOWN

2019 BUICK ENCLAVE PREFERRED
PURCHASE FOR
\$34,079*

No GM Employee Discount Required



STOCK# B590062

LEASE FOR **\$289*** PER MONTH | 36 MONTHS | **\$1499** DOWN

2019 BUICK CASCADA PREMIUM
PURCHASE FOR
\$32,739*



STOCK# B490075

LEASE FOR **\$469*** PER MONTH | 36 MONTHS | **\$999** DOWN



WE ARE PROFESSIONAL GRADE

2019 GMC TERRAIN SLE
LEASE FOR
\$99* PER MONTH | 24 MONTHS | **\$999** DOWN



STOCK# G590417

PURCHASE FOR **\$22,439*** NO GM EMPLOYEE DISCOUNT REQUIRED

2018 GMC CANYON SLE EXT CAB
LEASE FOR
\$159* PER MONTH | 24 MONTHS | **\$999** DOWN



STOCK# G582952

PURCHASE FOR **\$28,099***

2019 SIERRA LIMITED ELEVATION EDITION
LEASE FOR
\$189* PER MONTH | 24 MONTHS | **\$999** DOWN



STOCK# G591843

PURCHASE FOR **\$33,219*** NO GM EMPLOYEE DISCOUNT REQUIRED

2019 GMC ACADIA SLE1
LEASE FOR
\$239* PER MONTH | 36 MONTHS | **\$999** DOWN



STOCK# G589829

PURCHASE FOR **\$26,499*** NO GM EMPLOYEE DISCOUNT REQUIRED

2018 GMC YUKON XL SLT STANDARD EDITION
LEASE FOR
\$449* PER MONTH | 39 MONTHS | **\$1499** DOWN



STOCK# G585078

PURCHASE FOR **\$48,839***

2018 GMC SIERRA 1500 DENALI CREW CAB
LEASE FOR
\$329* PER MONTH | 24 MONTHS | **\$999** DOWN



STOCK# G585755

PURCHASE FOR **\$41,269***

NO APPOINTMENTS NECESSARY FOR OIL CHANGES

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

ED RINKE

Family Owned and Serving the Detroit Area Since 1917

866.452.1300

26125 Van Dyke, Center Line
www.EdRinke.com



MON & THUR 8:30am-9pm
TUE, WED & FRI 8:30am-6pm
SAT & SUN Closed



* 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). Must have GM Employee discount and lease loyalty. All leases are 10,000 miles per year with approved S Tier credit. All Vehicles shown are \$999 down unless otherwise stated. Disposition Fee may be required at vehicle turn in. Must have lease loyalty or lease conquest vehicle in household on certain models. Prices and payments are plus tax, title, plate, doc fee, refundable security deposit required on certain vehicles - to be determined by lender. 2019 model year vehicles are priced and discounted at supplier discount. Pricing includes Ed Rinke bonus cash, 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: 1/2/2019.



2017 Buick, GMC & Chevy Dealer of the Year

ED RINKE

Family Owned and Serving the Detroit Area Since 1917

100 YEARS OF BUSINESS

2019 CHEVROLET EQUINOX LT

PURCHASE FOR
\$23,259*

LEASE FOR **\$99*** PER MONTH | 24 MONTHS | **\$999** DOWN



GM EMPLOYEE PRICING TO ALL

STOCK# 590074

2019 CHEVROLET TRAX LS

PURCHASE FOR
\$16,119*



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

2019 CHEVROLET SILVERADO 1500 LIMITED CUSTOM

PURCHASE FOR
\$32,449*



LEASE FOR **\$169*** PER MONTH | 24 MONTHS | **\$999** DOWN

2019 CHEVROLET COLORADO WT CREW CAB

PURCHASE FOR
\$28,169*



LEASE FOR **\$159*** PER MONTH | 24 MONTHS | **\$999** DOWN

2019 CHEVROLET MALIBU LS

PURCHASE FOR
\$19,709*



LEASE FOR **\$189*** PER MONTH | 24 MONTHS | **\$999** DOWN

2019 CHEVROLET CRUZE LT

PURCHASE FOR
\$19,219*



LEASE FOR **\$209*** PER MONTH | 24 MONTHS | **\$999** DOWN

2018 CHEVROLET CAMARO LT

PURCHASE FOR
\$25,059*



LEASE FOR **\$229*** PER MONTH | 36 MONTHS | **\$999** DOWN

2019 CHEVROLET TRAVERSE LT

PURCHASE FOR
\$27,229*

LEASE FOR **\$249*** PER MONTH | 24 MONTHS | **\$999** DOWN



GM EMPLOYEE PRICING TO ALL

STOCK# WDS0TZ

FIND NEW ROADS / HURRY, OFFER ENDS 1/2/2019.

NO APPOINTMENTS NECESSARY FOR OIL CHANGES

ED RINKE

Family Owned and Serving the Detroit Area Since 1917

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

877.451.7707



MON & THUR 8:30am-9pm;
TUE, WED & FRI 8:30am-6pm;
SAT & SUN Closed

www.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). Must have GM Employee discount and lease loyalty. All leases are 10,000 miles per year with approved S Tier credit. All Vehicles shown are \$999 down unless otherwise stated. Disposition Fee may be required at vehicle turn in. Must have lease loyalty or lease conquest vehicle in household on certain models. Prices and payments are plus tax, title, plate, doc fee, refundable security deposit required on certain vehicles - to be determined by lender. 2019 model year vehicles are priced and discounted at supplier discount. Pricing includes Ed Rinke bonus cash, 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: 1/2/2019.