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Corvette chief engineer Tadge Juechter accepted the NACTOY Best Car award on behalf of Chevrolet.



Head of Jeep Brand Jim Morrison holds the NACTOY Best Truck trophy.

NACTOY Names Stingray, Gladiator as Best in Their Fields

by Jim Stickford

Detroit automakers won two of three North American Car Of The Year (NACTOY) categories.

The awards are traditionally given out at the annual North American International Auto Show (NAIAS) in January, but the car show will be held in July this year.

2019 NACTOY president Lauren Fix said that NACTOY members wanted to keep the awards presentation in Detroit and in January, so the group decided to make their announcement at the TCF Center (formerly known as Cobo).

NACTOY presents awards in three categories – top car, top utility and top SUV. The Corvette Stingray won in the car category, the Jeep Gladiator in the truck category and the Kia Telluride in the SUV category.

The Stingray beat out the

Hyundai Sonata and the Toyota Supra. The Gladiator won over finalists Ford Ranger and Ram Heavy Duty. The Telluride edged the Lincoln Aviator and the Hyundai Palisade.

Tadge Juechter, executive chief engineer of Corvette, accepted the NACTOY trophy on behalf of GM.

“The 2020 Corvette Stingray can compete with the best cars in the world,” Juechter said. “We took a big risk when we changed the Corvette’s architecture. But that paid off. We are adding a second shift to our Bowling Green assembly plant to keep up with demand.”

The goal is to build to demand, Juechter said, so everyone who wants a Stingray can get one. GM wants to avoid a situation where Stingrays are limited and dealers won’t be able to meet demand, he said.

Jim Morrison, vice president

and head of Jeep Brand, FCA North America, said that winning the NACTOY truck award showed how far Jeep has advanced as a brand.

“In 2009, Jeep sold something like 300,000 vehicles,” Morrison said. “Last year, that figure was more than a million. In the next

21 months, Jeep will be releasing a lot of new products into the marketplace, and we are pleased with the recognition that the NACTOY award will bring to the brand.”

Morrison said that what makes the NACTOY award different from others is that judges are the

cream of the automotive press and use their expertise to pick the best vehicles.

“We listened to what our customers liked and what they said they wanted when we designed and engineered the Gladiator,”

CONTINUED ON PAGE 4

FCA Promotes Dealer Diversity Via New Site

In a changing automotive landscape, having a diverse workforce makes it easier for new ideas to develop to meet the challenges that change brings.

That’s why FCA has launched a new Dealer Diversity site designed to support and expand the number of dealerships owned and operated by minorities and women, said FCA spokesman Jeff Bennett.

The site – www.minoritydealers.com – provides a clearinghouse of information ranging

from dealer success stories and awards to an online application process for those interested in joining the company’s network of more than 2,600 dealers.

The Dealer Network Diversity team endeavors to support the Dealer Network Operations team in sourcing candidates by creating a pipeline of qualified ready-now candidates for the dealer network through the new website, said Phil Langley, head of Network Development.

An additional goal is to provide candidates an opportunity to apply online using a secure encrypted website and to ensure awareness that the website exists as a resource.

“This site now provides a direct link into what we are doing here at FCA when it comes to growing diversity among our dealers,” said Langley. “We know that a dealership operates to its

CONTINUED ON PAGE 4



The 2020 F-Series Super Duty comes with a Snow Plow Prep package, which includes mounting hardware.

Ford’s Super Duty Trucks Made for Winter Weather

Snow is just a fact of life for millions of Americans. So, for those who live in the snow belt, having a truck that cuts through the snow is a truck worth owning.

And Ford understands that, said Mike Pruitt, Ford F-Series Super Duty chief engineer.

The 2020 Ford F-Series Super Duty will tackle winter’s worst weather with the heaviest snow plow rating in the segment, Pruitt said.

With the available Snow Plow Prep Package, Super Duty features a maximum 1,400-pound snow plow rating, accounting for mounting hardware, which is best-in-class for gasoline-powered trucks in the segment, and maximum 1,290 pounds which is also best-in-class for the diesel segment, Pruitt said.

“Super Duty is a real workhorse in the snow removal industry,” he said. “With our new Snow Plow Prep Package, we’re really delivering for folks who clear the way after a big storm. Being able to safely hook up bigger plows means roads, driveways and parking lots are cleared quickly and drivers can move on to the next job.”

The new Snow Plow Prep Package, available for 4x4 pickups, includes heavy-duty springs specific to each configuration and an up-rated alternator to deal with heavy electrical loads, said Ford spokeswoman Dawn McKenzie.

According to a study conducted by the Snow and Ice Management Association and Wolf-

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view this week’s edition at DetroitAutoScene.com

2020 Looks to Be Good Year for the Automotive Industry

by Jim Stickford

There's a lot of data to look at, but it seems that for the most part 2020 will be a good one for the auto industry.

At least that's what the folks at Cox Automotive have said.

"The year ahead doesn't look so bad," said Jonathan Smoke, chief economic analyst for Cox Automotive. "We see a lot of mostly green lights. But out of the economic signals we're looking at, we do see some slowing of the overall economy."

"In the fourth quarter of 2019, we were looking at 1.2 percent growth. Very likely we're going to see similar and potentially sub-1 percent growth in the first quarter. So it's really the next 90 days will determine what the economy's going to look like. When you look at the fundamentals of the consumer side, it looks pretty good."

Smoke said we have a 50-year low in unemployment. This has reduced the "slack" in the economy. So consumer sentiment continues to be relatively high.

Smoke said that while the news looks mostly good, there are some economic indicators that bear watching.

"We're seeing auto finance growth slowing down," Smoke said. "When you look at the numbers, we have a record number of auto loans outstanding at over \$2.3 trillion."

That brings up the question of just how much can you grow, Smoke said. And when you see that more of the vehicles being financed are used, the finance dollars start to slow down.

These numbers indicate a certain reluctance by lenders to lend to sup-prime buyers.

"That's when borrowing costs start to diverge from interest



Smoke said that 2020 looks to be a good, but not great year for sales.

rates," Smoke said. "So if you have a super-prime credit score of 760, you indeed are seeing better rates, just like what the Fed has been cutting."

But if you're a sub-prime buyer, it's different. At the end of 2019, Cox measured an 18.9 percent average rate for a sub-prime new-vehicle loan, Smoke said. That figure is up more than two full percentage points compared to the same time in 2018.

That is a substantial interest rate when you combine it with the record prices for vehicles, Smoke said.

These numbers explain why affordability will be one of the big challenges that the auto industry will face in 2020, Smoke said.

"Enough from the economists," Smoke said. "What do dealers say? Cox does a quarterly survey of a representative sample of nearly 2,000 dealers across the country to find out how they're feeling about the current market and about the future. The headline is we were ending 2019 in much better shape than we did in 2018."

Smoke said that franchise dealers have been describing the market at good even though retail sales saw a slight drop. Dealers have been able to move buyers to the used marketplace. But inventory for new will be a challenge as time goes on.

Cox senior economist Charles Chesbrough said that given the relative strength of the economy, the question is why aren't we selling more new vehicles.

One reason is that vehicle affordability is affecting sales, Chesbrough said. Basically, cars cost a lot. And while there were 17 million light vehicles sold in 1919, only a 1.2 percent drop from 2018, leases were down 2.5 percent and purchases were down 5.4 percent.

"We think this is due to the vehicle affordability issue," Chesbrough said. "On average, the MSRP level is approaching \$40,000, a huge amount of money for most Americans. This a trend that's been going on for a couple of years."

Fleet sales are what helped the industry reach the 17 million sales level, Chesbrough said.

"At Cox, our concern is that we've had such strong fleet growth in the last couple of years, that growing additional sales will be a real challenge for the industry."

And looking at the vehicle affordability side, it's hard to argue that consumers will buy more vehicles, Chesbrough said. And the lease share of the market is high, so getting more sales via leases will be difficult as well.

Tax reform has been a key driver in the market for the past couple of years, Chesbrough said. That explains why fleet sales were up. Companies could afford to buy more vehicles.

The change in depreciation – basically doubling the depreciation rate – has changed the economics of fleet sales, Chesbrough said. The question is where do we go from here?

This is the new tax law, but can we continue to grow fleet sales? Chesbrough said.

"We think that's going to be a real challenge for this market going forward," he said.

What's interesting about the affordability issue, Chesbrough said, is that the biggest price in-

creases have been on the SUV/truck side. Those are the vehicles people want and they're the ones that give OEMs great profit margins.

"I would suggest that if and when we have a recession, these product segments will be under significant threat," Chesbrough said.

There hasn't been a similar increase in the price of traditional cars, Chesbrough said. But it's been traditional that in a time recession, people pull back on expensive purchases, so it may be that these car segments have a little bit of life left in them if the economy slows down.

And 2020 will also see a lot of lease returns, which should increase the supply of relatively new vehicles in the used-car market, Chesbrough said.

So for consumers looking for a way to save a little money on a vehicle purchase, the used-car market will present them with an attractive alternative to purchasing a new vehicle.

"I expect to see consumers buying more 'gently' used vehicles in 2020," Chesbrough said. "We'll see more SUVs and pickups hit the market as well."

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A State Legislature's Debate Setting Emissions Heats Up

By ANDREW SELSKY
Associated Press

SALEM, Ore. (AP) – The GOP leader in the Oregon Senate said Han. 15 there could be another walkout by Republicans over legislation aimed at stemming global warming.

"I'm still having conversations, but nothing is off the table," Senate Minority Leader Herman Baertschiger, Jr., told reporters.

He said a draft bill is similar to one Democrats introduced in 2019 that resulted in a nine-day walkout by the minority Republicans last June, preventing a quorum in the Senate. The Republicans fled the state under threat of being arrested by the Oregon State Police to compel their return.

They returned to the Oregon State Capitol building only after Democrats announced the bill was dead because they lacked votes to independently pass the measure.

Like its predecessor, the draft bill would force big greenhouse gas emitters to obtain credits for each ton of gas they emit, and create an overall cap for emissions allowed in the state. Baertschiger claimed that if the bill passes as written, it would result in increased costs to the average family of \$650 per year because of higher taxes on fossil fuels like natural gas, gasoline and diesel.

But he then acknowledged to reporters that that estimate is based on last year's bill, not the current draft legislation which is different and is likely to be changed even more as it moves through the Legislature.

He suggested that instead of being put through the Legisla-

ture, where Democrats hold a supermajority in both the House and Senate, that lawmakers refer the issue to voters for the November ballot.

"I think because of the polarization of this particular piece of legislation ... we can't even move towards an agreement, that maybe it's just time to let the voters make the decision," Baertschiger said.

There was no immediate comment from Democratic leaders.

The draft bill to implement a so-called cap and trade program in Oregon was unveiled Jan. 13 in the Senate Environment and Natural Resources committee. Its authors say it will be tweaked during the 35-day session of the Legislature that begins Feb. 3. It reportedly maintains the commitment to reduce greenhouse gases 45 percent below 1990 levels by 2035 and 80 percent below that level by 2050.

The bill largely authored by Senate Democrats includes changes designed to assuage critics in the manufacturing and utility sectors, and create fewer impacts for rural Oregon. Those tweaks are largely centered on how automotive fuel suppliers and big industrial players are treated, Oregon Public Broadcasting reported.

Rather than uniform statewide regulation of automotive fuels, the new proposal splits the state into three geographic zones that would be phased in separately. That approach is designed to address concerns that cap and trade would hike gas prices statewide, disproportionately affecting rural communities where distances between homes and towns are great with residents having little option but to drive.

GM Moves Some Temps to Full-Time Status

Some temporary employees at GM will find that their jobs aren't so temporary this year.

The company is making good on a promise to transition temporary employees to full-time status, said GM spokesman Dave Barnas.

The move was officially revealed on Jan. 15 and will affect more than 1,350 hourly employees at its sites in the U.S., Barnas said.

These employees will transition from temporary to regular full-time employment during the first quarter of 2020.

They work at 14 GM manufacturing plants and other sites in eight states, including Michigan, Indiana, New York, Texas, Tennessee, Missouri, Kansas and Kentucky.

"We are excited to welcome these employees as regular, full-time team members," said Gerald Johnson, GM's executive vice president of Global Manufacturing.

"Our employees are essential to meeting the needs of our customers, so providing these team members with an improved career path forward has numerous benefits – from health and safety to building high-quality products for our customers. It takes all of us working together to build a stronger future."

This move will greatly help to affected because General Motors offers some of the best-paying manufacturing jobs in the United States, including top-of-the-line health care benefits with very low out-of-pocket costs compared to other employers across any industry, Johnson said.

The temporary employees transitioning to regular full-time status will see medical plan cost-share improvements, the addition of dental and vision coverage, company contributions into

their 401(k), profit sharing and life insurance coverage.

General Motors employs more total U.S. workers than any other auto manufacturer and has invested more than \$24 billion in its U.S. manufacturing operations over the last 10 years, Barnas said.

According to the Center for Automotive Research (CAR), since 2010 GM has accounted for more than one dollar of every four invested by automakers in the U.S.

"This announcement affirms GM's continuing commitment to a strong U.S. manufacturing base," said Johnson.



Chantese Wortham of Flint Assembly will be going full-time at the plant.

EPA Standards Going Up?

by TOM KRISHER
AP Auto Writer

DETROIT (AP) – The Trump administration is signaling that it could increase fuel economy standards, possibly compromising on its push to freeze them at 2020 levels.

In one of the administration's hardest-fought battles to roll back Obama-era environmental regulations, two federal agencies submitted a final rule on gas mileage and greenhouse gas emissions on Jan. 14.

But they would not give details until the rule is reviewed and formally published by the Office of Management and Budget.

Still, the National Highway Traffic Safety Administration says in a statement that it believes the rule, written jointly with the Environmental Protection Agency, will improve gas mileage and reduce emissions from the U.S. fleet of new vehicles.

The statement also said the rule would make new vehicles more affordable for Americans, thereby putting more new vehicles on the road that are safer than the ones they replaced.

"When finalized, this rule will be a win for all Americans," the statement said.

Last year, the administration's proposed freeze touched off a huge legal fight with California, which has authority under the Clean Air Act to set its own greenhouse gas emissions, and by extension, gas mileage standards.

Trump revoked California's au-

thority, and the state then challenged the decision by going to court.

Later, the auto industry split on the matter with four companies, Ford, BMW, Volkswagen and Honda, siding with California. Most other automakers went with Trump.

When the Trump administration released its proposed "Safer Affordable Fuel-Efficient Vehicles Rule" in August of 2018, it was panned by environmental groups who said the calculations were flawed.

Even the EPA's Science Advisory Board, mainly appointed by Trump, questioned the rationale in a draft report that was issued late last year.

"There are significant weaknesses in the scientific analysis of the proposed rule," the board wrote.

The administration's preferred option to Obama-era fuel efficiency standards was a freeze at 2020 levels, which it contended would save 12,700 lives from car crashes during the life of new vehicles through model year 2029.

The logic was that relaxed fuel mileage standards would cut the cost of vehicles, making them more affordable and increasing sales. Since new vehicles are safer, lives would be saved.

In 2018, EPA staffers privately challenged the rationale for the freeze, saying the proposal would actually increase U.S. highway deaths.

In an email, senior EPA staffers told the White House that it would only slightly increase highway deaths, by a rate of 17 annually.

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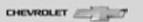
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NACTOY Names Gladiator, Stingray as Best in Their Fields

CONTINUED FROM PAGE 1

Morrison said. "To have NACTOY judges confirm the work we've done with the NACTOY award is great. We built a vehicle that is pure truck and pure Jeep and that hard work has paid off."

Every year, manufacturers continue to produce impressive styling and high-quality vehicles with improved safety, more features, more performance and better efficiency," Fix said. "Our job is to evaluate each eligible vehicle and help consumers make wiser choices by presenting the best in each category."

NACTOY'S jurors vote on the finalists after they spend months driving dozens of new vehicles throughout the year, Fix said.

To be eligible, vehicles must be new or substantially new and must be available at dealerships before the end of the year. This year, the field of semi-finalists included 12 models in the car category, 12 utilities and five trucks, Fix said. Those numbers were then willowed down to three vehicles in each of the three categories.

The identity of the winners were revealed after votes from 50 jurors were audited by Deloitte LLP, NACTOY'S accounting firm of record, Fix said. Those results were kept confidential until they were revealed on stage at the TCF Center in Detroit.

"It's kind of like the Oscars," Fix said. "We don't know the winners until they are read from the envelopes the day of the announcement."

It's important that the jurors' opinions are kept confidential, Fix said.

Juror Jeremy Sinek, an automotive reporter for the Toronto Globe and Mail said, as a juror himself, the criteria he uses when judging vehicles is simple.

"I ask myself if the vehicle I am judging is the best at what it's

supposed to be," Sinek said. "I look at what I call 'fitness of purpose.' By that I mean does the vehicle do what it's supposed to do. So a less expensive vehicle can have a real chance against much more luxurious and expensive vehicles if that less expen-

sive vehicle does better what it's designed and engineered to be."

Even though he was a juror, Sinek said he was surprised by some of the finalists and winners.

"We don't get together and pick winners," Sinek said. "We do

our own test driving and submit secret ballots, so we're surprised as anyone when we see the final lists."

Sinek said that the Lincoln Aviator being named as a finalist for the SUV category took him by surprise.

"It's a good SUV, but I thought that the Ford Escape was more impressive, given its mileage and the two different hybrid versions of the vehicles Ford is offering. But having said that, I have no issues with any of the winners. They are all excellent vehicles."



2020 Chevrolet Corvette Stingray interior



2020 Chevrolet Corvette Stingray



2020 Jeep Gladiator interior



2020 Jeep Gladiator

New Ford Truck Has Infrastructure to Cut Through Snow

CONTINUED FROM PAGE 1

worx/Singer Consulting, clearing the white stuff is an \$18 billion industry in the United States, one growing at a rate of about 3 percent annually.

It's comprised of more than 22,000 commercial contractors and more than 75,000 sole proprietors. The latest (2019) SIMA survey data indicates F-Series is the overwhelming choice, with nearly 50 percent of market share in an industry that values reliability, service net-

work and, of course, rated plow weight.

Owners will also appreciate other new features such as a windshield wiper de-icer, which pre-heats the windshield under the wipers to keep blades free of ice, as well as available heated steering wheel and heated front and rear seats, Pruitt said.

Optional white or amber LED strobe lights on XL, XLT or Lariat series trucks take a step out of the upfitting process, McKenzie said. Deep Snow/Sand drive mode is available on models

equipped with the new 10-speed heavy-duty TorqShift automatic transmission.

The special drive mode changes throttle mapping and traction control settings to allow for added control and greater confidence in snowy or slick conditions.

Plow operators can rely on the quality and craftsmanship of a high-strength steel boxed frame and high-strength, military-grade, aluminum-alloy body that provide a sturdy backbone, Pruitt said.

Customers have a choice of engines, he said, including a standard 6.2-liter gas V8, an available new 7.3-liter gas V8 with best-in-class 430 horsepower and 475 lb.-ft. of torque and an available third-generation 6.7-liter Power Stroke diesel V8 with best-in-class 475 horsepower and 1,050 lb.-ft. of torque.

Ford F-Series Super Duty is built at Kentucky Truck Plant in Louisville, Ky., and Ohio Assembly Plant in Avon Lake, Ohio. Trucks are shipping to dealers now.

FCA Creating New Dealer Diversity Network Site

CONTINUED FROM PAGE 1

maximum potential when it reflects the community it serves."

The site works in tandem with the Dealer Investment Program, which was launched in early 2018. The program provides financial support to proven, high-potential individuals who want to operate a Chrysler-Dodge-Jeep-Ram or Alfa Romeo-Maserati dealership, but have limited funds. The program seeks to match potential dealers with specific markets where they can succeed.

FCA had 177 minority-owned dealers at the end of 2018, which is a 57 percent increase since 2010. FCA is now ranked No. 2 in minority-owned stores for the U.S. automotive industry, Bennett said. There are also 317 dealerships owned by women.

"We must maintain strong relationships with our minority-owned dealerships and those sites owned by women," said Eric Wong, senior manager of Dealer Market Representation, Diversity and Technology. "This site provides a conduit so FCA can provide support to help our dealers achieve financial success."

FCA will be conducting candidate interviews for high-performance individuals interested in joining the FCA Dealer Network at the National Automobile Dealers Association Show in Las Vegas. Interviews will take place at the Waldorf Astoria Feb. 15-16. Appointments can be scheduled by emailing DealerDiversity@fcagroup.com.

Auto Supplier Cooper Standard Signs More Alliance Deals

Cooper Standard continues to progress its diversification strategy through its Advanced Technology Group (ATG) and the company has three new agreements to jointly develop commercial applications of its proprietary Fortrex chemistry platform.

Two agreements have been signed with consumer goods companies and the third signed with an industrial goods company, bringing the total agreements signed in 2019 to six, said Cooper Standard spokeswoman Chris Andrews.

Due to joint nondisclosure agreements, the specific customers and targeted product applications will not be disclosed.

"We are pleased with the continued growth and evolution of our Advanced Technology Group into diverse markets outside of the automotive industry," said Jeffrey Edwards, chairman and CEO, Cooper Standard. "Since its establishment in 2018, the group has acquired and integrated Lauren Manufacturing and Lauren Plastics, validated Fortrex as a flexible chemistry platform for other industries and entered into a number of new development agreements."

The ATG is charged with accel-

erating and maximizing the value stream of Cooper Standard's manufacturing expertise in the Company's core process types for applications in the industrial and specialty markets. This business also drives growth through the Company's applied materials science offerings, which include the Fortrex chemistry platform that provides performance advantages over many other materials.

"Interest in our materials science business is growing as we continue to execute our strategy to maximize diversification opportunities," stated Jeffrey DeBest, president, ATG, Cooper Standard.

"In addition to materials licens-

ing, we offer the sale of custom-formulated Fortrex material compounds and converted products. The material supply business model is anticipated to be highly complementary to our traditional product manufacturing business. We are working closely with our customers and expect to supply our first materials orders in 2021."

Fortrex is an innovative chemistry platform used to create lightweight elastomeric materials that offer significant performance advantages over EPDM synthetic rubber, TPV and many other materials in terms of weight reduction, compression set, weathering and durability. Fortrex, which won the 2018 Au-

tomotive News PACE Award and was a 2018 and 2019 Society of Plastics Engineers Innovation Award finalist, can take on many forms, including dense extrusions, foams and membranes that can be tuned for an endless list of applications and performance solutions.

Cooper Standard, headquartered in Novi, is a leading global supplier of systems and components for the automotive industry, Andrews said.

Products include sealing, fuel and brake delivery, and fluid transfer systems. Cooper Standard employs approximately 30,000 people globally and operates in 21 countries around the world.

German Prosecutors File Six More Charges in VW Case

FRANKFURT, Germany (AP) – Prosecutors in Germany have filed charges against six more individuals in connection with Volkswagen's diesel emissions scandal, bringing the total to 11.

Prosecutors in the town of Braunschweig said Jan. 14 that the suspects – all Volkswagen executives at the time – were responsible for cars that had software that let them pass emis-

sions tests in labs but then turned off pollution controls. It said the illegal actions involved took place at a number of different times between 2006 and 2015.

The prosecutors' statement to the media and the public did not name any of the individuals charged.

Three of the accused were charged with direct offenses and the other three as accessories to the offenses, meaning they as-

sisted or facilitated them. The prosecutors said 32 more individuals were under investigation.

Those charged earlier include former CEO Martin Winterkorn. He resigned after the scandal erupted in 2015. Winterkorn also faces charges in the U.S. but cannot be extradited.

The company has paid more than 30 billion euros (\$33 billion) in fines, settlements and recall costs.

Ford Bronco Traveling a Rough, Tough Road on Its Way to Dealerships

Getting a vehicle like the Ford Bronco road-ready means testing that vehicle on some very tough roads.

So while enthusiastic customers await the return of the upcoming Ford Bronco 4x4, engineers are hard at work ensuring THAT it's ready to take on the wild, said Ford spokesman Jiyan Cadiz.

In the high desert of California, Ford experts are busy testing and proving out the all-new Bronco's powertrain and rugged chassis, which is based on the company's fully boxed, body-on-frame global T6 architecture, in an experimental prototype vehicle, Cadiz said.

In the Mojave Desert's Johnson Valley, home to such punishing motorsports series as King of the Hammers, the Bronco prototype is being pushed to its limits off-road in grueling conditions crawling up rocks and racing across sand.

"Bronco was built exactly for this," Cadiz said.

This testing is just part of a larger effort by Ford to make the Bronco right, he said. Ford invested approximately \$750 million and is adding 2,700 new direct jobs at its manufacturing facility in Wayne, Mich., during the next three years. Ford installed new equipment to support production of the new Ford Bronco as well as the Ford Ranger – and created a new modification center at the Wayne location.

Ford announced it was bringing back the Bronco in January of 2017.

"We've heard our customers loud and clear," said Joe Hinrichs, Ford's president of The



Designed to be a rugged vehicle, Ford has been putting the upcoming Bronco through its paces at the company's Mohave Desert test track area.

Americas. "They want a new generation of vehicles that are incredibly capable yet fun to drive.

"Ranger is for truck buyers who want an affordable, functional, rugged and maneuverable pickup that's Built Ford Tough. Bronco will be a no-compromise midsize 4x4 utility for thrill-seekers who want to venture way beyond the city."

According to Wikipedia, the Ford Bronco is a model line of SUVs that were manufactured and marketed by Ford from 1965 to 1996. After the first generation of the Bronco was introduced as a competitor to compact SUVs (in-

cluding the Jeep CJ-5 and International Harvester Scout), the succeeding four generations of the Bronco were full-sized SUVs, competing against the Chevrolet K5 Blazer and Dodge Ramcharger.

The vehicle was assembled at Ford's Wayne plant from 1965 to 1996. Ford literature stated that the idea behind the Bronco began with Ford Product Manager Donald N. Frey in the early 1960s (who also conceived the Ford Mustang) and engineered by Ford engineer Paul G. Axelrad, with Lee Iacocca approving the final model for production in Feb-

ruary 1964, after the first clay models were built in mid-1963.

Developed as an off-road vehicle (ORV), the Bronco was intended as a competitor for the Jeep CJ-5 and International Harvester Scout.

For the 1978 model year, the second-generation Bronco was introduced; to better compete with the Chevrolet K5 Blazer, Dodge Ramcharger, and Jeep Cherokee, the Bronco entered the full-size SUV segment.

The Centurion Classic was offered from 1987 until the end of Bronco production in 1996; though the Bronco was directly replaced by the Expedition.

The C150/C350 version of the Bronco is closest in size to the Ford Excursion introduced for the 2000 model year.

The new sixth generation of America's original "sports utility vehicle," will be making its world premiere in dealerships this spring, Cadiz said.

FCA Makes EV Purchasing Easy Experience

Making electric vehicles is one thing, buying them is another. That's why FCA is taking steps to make choosing and buying an electric vehicle easier.

The Chrysler brand website now features a direct link to purchase Mopar's 240-volt wall charger on Amazon.com and quality installation services for any branded EV charger, giving customers a fast and convenient way to charge their vehicles at home, said Micky Bly, head of FCA's Global Propulsion System Engineering.

Additional FCA consumer websites will offer the same solution as the company launches more than 30 electrified nameplates by 2022.

"Our industry is approaching an inflection point in demand for affordable long-range electric vehicles. This action is just one of FCA's efforts to improve awareness and convenience in the EV purchase experience," said Bly. "We see opportunities to make owning an EV easier and creating a simple solution for at-home charging is among them."

Among the questions for customers looking to make the switch to electric vehicles is where and how to set up a charger in their home. This approach helps take the guesswork out of the equation.

Through Amazon.com/pacificahybrid, customers can purchase a charger, answer a few questions about their home, see an installation quote, then schedule online a quality and licensed electrician to complete the installation of their EV charger.

The agreement makes the cost more transparent and the experience easier, said FCA spokesman

Nick Cappa. FCA has identified a long-term strategy for transitioning to EVs. The Ram 1500 and Jeep Wrangler with eTorque and the recently announced Fiat 500 and Panda mild hybrid systems are examples of technology adaptation on high-volume vehicles.

Also, the Chrysler Pacifica PHEV is America's first and only hybrid minivan, and its natural drive cycle as a local-use family vehicle benefits from a pure electric range of 32 miles, after which it continues to operate as a fuel-sipping hybrid, Bly said.

The 2020 calendar year will bring seven new high-voltage EVs to the FCA global lineup, including a number of electrified Jeep vehicles, a second-generation Fiat 500 BEV, Fiat Ducato BEV and Maserati's first hybrid.

Vehicles are only part of the EV equation, Bly said. EV customers

also need the ability to charge their vehicles conveniently and affordably.

FCA has signed two agreements in Europe with energy sector leaders Enel X and ENGIE to support corporate production and distribution of PHEV and BEV vehicles, Cappa said. These agreements allow dealers to offer innovative charging solutions and services to retail and business customers.

Through a partnership with Terna, an electricity provider in Italy, FCA will study how EVs interact with the distribution network, Cappa said.

An experimental two-way charging infrastructure built within the Mirafiori district will provide energy from cars to the grid when electrical demand is high and return to vehicle charging when the demand is at lower limits.

UAW Adds to Detroit Three's Costs

DETROIT (AP)— New contracts between the United Auto Workers union and Detroit's three automakers substantially increased the cost gap between Detroit and foreign automakers with U.S. factories, an industry think tank says.

The Center for Automotive Research calculated that General Motors and Ford will see their total costs grow \$8 per hour, while Fiat Chrysler's will rise by \$11 an hour during the four-year contracts that expire in 2023.

The think tank calculated that on average, foreign-owned factories will only see a \$2 increase. But during a panel discussion run by the center Jan. 15, experts said labor costs are only about 5

percent of the cost of a vehicle and automakers can find ways to offset the increases. But the panel said labor costs still may force vehicle prices up.

Total labor costs include wages, health care, pensions and other expenses.

Center Vice President Kristin Dzikcsek calculated that GM's labor costs would rise from \$63 per hour before the new contract to \$71. Ford's costs would rise from \$61 to \$69 per hour. FCA would see the highest increase, from \$55 an hour to \$66.

All three Detroit automakers reached agreement with the union last year on contracts. GM largely set the pattern for the new contracts.

The advertisement features a large, stylized image of the Earth from space, with a bright sun or starburst effect on the right side. In the top left corner, the CNW logo is displayed with the text "COURIER NETWORK" underneath. Below the globe, the text "Worldwide Coverage Here for You 24/7/365" is written in a large, white, sans-serif font. Underneath this, a smaller paragraph reads: "When your mission critical shipment needs to reach its destination fast, we do whatever it takes to make it happen. As your partner in emergency logistics, we understand your challenges and work tirelessly to find the perfect solution for every urgent shipment." At the bottom of the ad, there is a horizontal strip of three images: a close-up of an airplane engine, a pilot in a cockpit, and a cargo plane on a tarmac at night. Below these images, the contact information is listed: "+1.800.852.2282", "info@cnwglobal.com", and "cnwglobal.com".

General Motors' New Sustainability Officer

General Motors Co. has appointed Dane Parker as the company's chief sustainability officer, effective Feb. 1, 2020, said GM spokeswoman Jordana Strasberg.

Parker, currently vice president of sustainable workplaces, expands his current role with the newly-created position as chief sustainability officer.

In this role, he will lead a company-wide sustainability strategy, including integration of the company's goal to reach a zero emissions future.

"Climate change is real. That is indisputable, and we take the challenges it presents seriously," said GM Chairman and CEO Mary Barra. "The transportation sector must be part of any credible climate change solution and Dane's leadership, experience and passion will help us meet these challenges head-on.

"Our vision of a world with zero crashes, zero emissions and zero congestion is ambitious and this appointment aligns our organization to accelerate achieving that vision."

Parker's organization will ensure the responsible consumption and production of materials, lead GM's efforts as a global advocate for climate-sensitive



Dane Parker

manufacturing and mobility operations, and lead the strategic design and implementation infrastructure for electric vehicles at GM facilities.

"Focusing on EVs remains a key measure of our commitment, but it's also important to recognize the role our facilities play in enabling our vision of zero emissions," said Barra.

Under Parker's leadership, GM has reduced its manufacturing carbon intensity by 20 percent - three years ahead of its goal - and is an EPA-recognized leader in energy efficiency and renew-

able energy utilization, including achieving seven consecutive EPA Energy Star Partner of the Year awards, Strosberg said.

Parker's other global responsibilities include facility design, engineering, construction and operations, energy procurement and efficiency, environmental compliance, real estate and workplace strategy.

GM is on its way to bringing 20 new electric models to market by 2023, including a battery electric truck; recently announced a joint venture with LG Chem to mass-produce battery cells in the Lordstown area of Northeast Ohio; and collaborates with three of the nation's leading EV charging networks to enable access to the largest collective electric vehicle charging networks in the United States, including more than 31,000 charging ports, Strosberg said.

Parker joined GM in July 2015 as executive director of global facilities. Prior to joining GM, he was vice president of global real estate, facilities and environment, health and safety for Dell Inc. Parker also spent more than 13 years at Intel Corporation in the technology and manufacturing organization in a variety of operational roles.

Police Arrested GM Engineers for Speeding

BOWLING GREEN, Ky. (AP) - Two General Motors employees driving new 2020 Corvette Stingrays apparently had a need for speed.

The pair were clocked going about 100 mph on a public road in Bowling Green, news outlets reported citing Kentucky State Police. The speed limit was 45 mph.

Alexander Thim, 27, of West Bloomfield, Mich., and Mark Derkatz, 30, of Windsor, Ontario, were pulled over the evening of Jan. 8. Police said Thim reached speeds up to 120

mph, various news outlets reported.

The drivers told police they had been at a pool hall earlier in the night, according to the arrest citation.

Police said a breath test detected the odor of alcohol but the drivers weren't cited for driving under the influence, news outlets reported.

A third driver was also behind the wheel of a Corvette but police said that person didn't participate in the race.

GM has an assembly plant in Bowling Green.

The company said in a statement that it is aware of the incident involving its "test vehicles" and is investigating.

Thim and Derkatz were charged with racing a motor vehicle on a public highway, reckless driving and speeding.

Both were booked in jail and then released after posting a \$1,000 bond. They're scheduled for a court hearing in February.

Takata Airbag Woes Forcing Nissan to Order Big Recall

DETROIT (AP) - Nissan is recalling nearly 346,000 vehicles worldwide to replace dangerous Takata air bag inflators that can explode and hurl shrapnel.

The Nissan front passenger inflators are among 10 million from 14 different automakers that Takata is recalling. It's the last recall that the bankrupt Takata agreed to in a 2015 settlement with U.S. safety regulators.

The Nissan recall covers certain 2001-03 Maximas, 2002-06 Sentras, 2002-04 Pathfinders, and 2007-11 Versas. Also included are 2001-04 Infiniti I30 and I35s, 2002-03 QX4s, 2003-08 FX35 and FX45s, and 2006-10 M35 and M45s.

Owners will be notified and dealers will replace the inflators starting around Feb. 10, at no cost to owners.

Most of the recalled vehicles are in North America, but some are in Europe, the Middle East and Latin America, Nissan said in a statement.

The Nissan inflators are part of a recall that Takata announced earlier this month. They were sold to 14 different automakers, who will conduct their own recalls. Ford, Fiat Chrysler, Honda, Subaru, Ferrari and Mazda already have made recall announcements.

The recalled inflators were used to replace dangerous ones made by Takata until a permanent remedy could be developed.

The 10 million inflators are part of the approximately 70 million in the U.S. that Takata was to recall as part of the agreement

with the National Highway Traffic Safety Administration.

The Takata recall could bring to a close the largest series of automotive recalls in U.S. history.

Takata used ammonium nitrate to create a small explosion to inflate air bags. The chemical can deteriorate over time when exposed to high heat and humidity and burn too fast, blowing apart a metal canister and hurling shrapnel.

Permanent replacements don't use ammonium nitrate.

At least 25 people have been killed worldwide and hundreds injured by Takata inflators. About 100 million inflators are being recalled across the globe.

All of the Takata recalls are being phased in by the age of the vehicle and location. Vehicles registered farther south, where conditions are hot and humid, get first priority.

Fuel Pumps Force Toyota Recalls

DETROIT (AP) - Toyota is recalling nearly 700,000 vehicles in the U.S. because the fuel pumps can fail and cause engines to stall. That can increase the risk of a crash.

The recall covers certain 2018 and 2019 Lexus LS 500, LC 500, RC 350, RC 300, GS 350, IS 300, ES 350, LX 570, GX 460, and RX 350 models. Also included are certain 2018 and 2019 Toyota 4Runner, Camry, Highlander, Land Cruiser, Sequoia, Sienna, Tacoma, and Tundra models.

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Indiana Museum Celebrates History of Studebaker Cars

SOUTH BEND, Ind. (AP) – The Studebaker Corporation made its first foray into the market for lower-priced automobiles in 1927.

It didn't go well.

Introduced as a separate brand, the Erskine – named for company president Albert R. Erskine – sought to compete with General Motors' Pontiac and Chrysler's Plymouth as low-cost companions to their makers' more expensive models.

"One of the Erskine's downfalls was it was not the best choice in the automotive field," Studebaker National Museum archivist Andrew Beckman says. "It was overpriced, underpowered."

The Erskine cost \$995 in 1927 – \$14,217 in 2019 dollars. Studebaker manufactured 95,104 Erskines during the brand's four-year run from 1927 to 1930.

By contrast, Ford's Model A debuted in 1928 at \$525. Through its four production years, Ford manufactured 4,858,644 Model As, according to Wikipedia.

"Suddenly you had a car that was handsome looking that was roughly the same size and much more durable," Beckman says about the Model A, "so you really had to want the Erskine."

But Studebaker persisted, and the Erskine, its successors and a few of their competitors form the basis for the exhibit "Reaching the Masses: Studebaker Companion Models" through March 1 at the museum.

Studebaker made its next attempt at an economy car with the 1932 Rockne, named for Knute Rockne, the recently-deceased University of Notre Dame football coach and Studebaker employee.

"The Rockne was actually an excellent automobile," Beckman says. "Unfortunately, in the throes of the Great Depression and trying to put food on the table, finding money for an automobile wasn't on (people's) radar. The Rockne was an excellent automobile, but the timing was bad."

The 1932 Rockne "65" sold for \$585, while the Rockne "75" sold for \$685 – \$10,983 and \$11,390, respectively, in 2019 dollars – whereas Studebaker's most expensive 1932 model, the seven-passenger President, sold for \$1,990 (\$37,361 today).

As with the Erskine, the Rockne appeared not as a Studebaker model but as a separate brand. It lasted just two years, with only one model, the "65" renamed a "10," in 1933.

And like the Erskine, it stalled, too, although Studebaker marketing materials from 1932 belied reality: As of Nov. 1, 1932, 21,500 vehicles had been sold and it was the eighth-best-selling model of its year, a period placard in the exhibit boasts.

Those numbers, Beckman says, need to be put into the context of the times.

A loyal Studebaker customer, for example, may have wanted to buy a Studebaker Six, whose cheapest model was \$840, but settled for the less expensive Rockne.

"If you look at Studebaker production across the board, the industry in general, production was just dropping like a rock," he says about 1932, one of the worst years of the Great Depression. "That may sound good relative to the industry, but I'm sure they were looking to double that."

One positive did come from the Rockne: Its engine remained in production for 28 years, the longest of any Studebaker engine.

In addition to the Rockne in 1932 and '33, the Dictator used it through 1936 or '37, Beckman says, while the Commander used

it through 1950, and it remained a truck engine through 1960.

Because the hood for the car in the exhibit is being repainted, the public can see the engine itself as part of the display.

"Durable. Almost bulletproof," Beckman says about the engine. "You almost never heard of problems with those, and they just kept going."

Studebaker spent the next several years studying what went wrong with the Erskine and the Rockne before the 1939 Champion made its mid-year debut.

It lived up to its name.

"Really, they took the lessons they learned from the Erskine and the Rockne to nail the Champion," Beckman says. "The Champion was a resounding success right out of the gate. In the shortened 1939 year, they almost sold more Champions than they did everything else in 1938."

The full-year 1940 model cemented its place in the automaker's line: Studebaker built 67,000 Champions, which accounted for 60% of the automaker's production. The model remained in production until 1958.

"I think they learned from the Erskine that the product has to be there," Beckman says. "You need to have a solid product that's desirable to the public."

The failure of the Rockne also taught Studebaker valuable lessons.

"I think they felt they shouldn't do the startup brand but make it a Studebaker," Beckman says. "The Studebaker brand had been around since the horse-drawn days. It had some weight."

And the Champion backed up Studebaker's reputation for durable, good-quality cars that it had had since the 1920s, something Beckman knows from experience: The Champion his great aunt bought new is still in his family, and he's driven it.

"The car just feels balanced," he says. "It's got plenty of power. I'm not comparing it to what we drive today, but for cars of the period, it feels nimble. It's a peppy car. It's fuel efficient. It feels more modern than it is."

Studebaker, Beckman says, delivered more than it promised with the Champion: "I heard it from one of our life trustees and he heard it from, I think, Studebaker executive Otto Klausmeyer: 'It was the right car at the right time at the right price.'"

If you go:

- What: "Reaching the Masses: Studebaker Companion Models"
- Where: Studebaker National Museum, 201 Chapin St., South Bend.
- When: through March 1.
- Hours: 10 a.m. to 5 p.m. Mondays through Saturdays and noon to 5 p.m. Sundays.
- For more information: Call 574-235-9714 or 888-391-5600 or visit studebakermuseum.org.

Detroit River Bridge Getting Footpath

DETROIT (AP) – A design has been selected for five pedestrian bridges that will traverse a Detroit freeway as part of an international bridge project that will connect the city to Windsor, Ontario, Canada, officials announced Jan. 9.

The spans over Interstate 75 in southwest Detroit will be part of interchange work being completed for the Gordie Howe International Bridge.

The design features a curved steel arch and the pedestrian bridges will be constructed of pre-cast concrete. They are expected to improve access to neighborhoods, businesses, health care and other services.

Ford Heavy Duty Winches Pull Their Weight

The thing about buying a work truck is that it has to be able to do the work.

So when the trail is blocked and there is nowhere else to go, for the first time ever on an F-Series Super Duty, the new 2020 model with Tremor Off-Road Package can help clear the way with an available integrated electric winch, said Ron Meredith, Ford truck vehicle personalization planning manager.

The new Ford Performance Parts winch by Warn, said Meredith, comes with 12,000 pounds of winching power and will be available as a factory-orderable option or dealer-installed after-sale accessory for both gas- and diesel-powered Super Duty Tremor pickups.

"We developed this unique winch in cooperation with Warn specifically to meet Built Ford Tough truck standards for our new F-Series Super Duty," said Meredith.

"Having a winch specially designed to our Built Ford Tough standards gives our hard-working Super Duty customers yet another tool to extend this truck's capabilities, whether at work or on the trail."

Developed with both crash safety and capability top of mind, the fully integrated winch is mounted behind the steel bumper, providing optimized airflow and clearance regardless of engine choice, Meredith said.

Customers who select the winch, he said, can rely on high-tensile strength, abrasion-resistant synthetic cable to drag almost any rig out of the muck or over an obstacle, or to move trail-clogging barricades like fallen trees.

It includes the only wireless remote control in its class, he said, along with a provision for wired remote control.

The Ford Performance Parts winch by Warn will be available starting in mid-2020 for \$3,000 MSRP.

The 2020 Super Duty with available Tremor Off-Road Package has maximum towing of

15,000 pounds for conventional trailers and up to 21,900 pounds for gooseneck trailers with the available diesel, said Meredith.

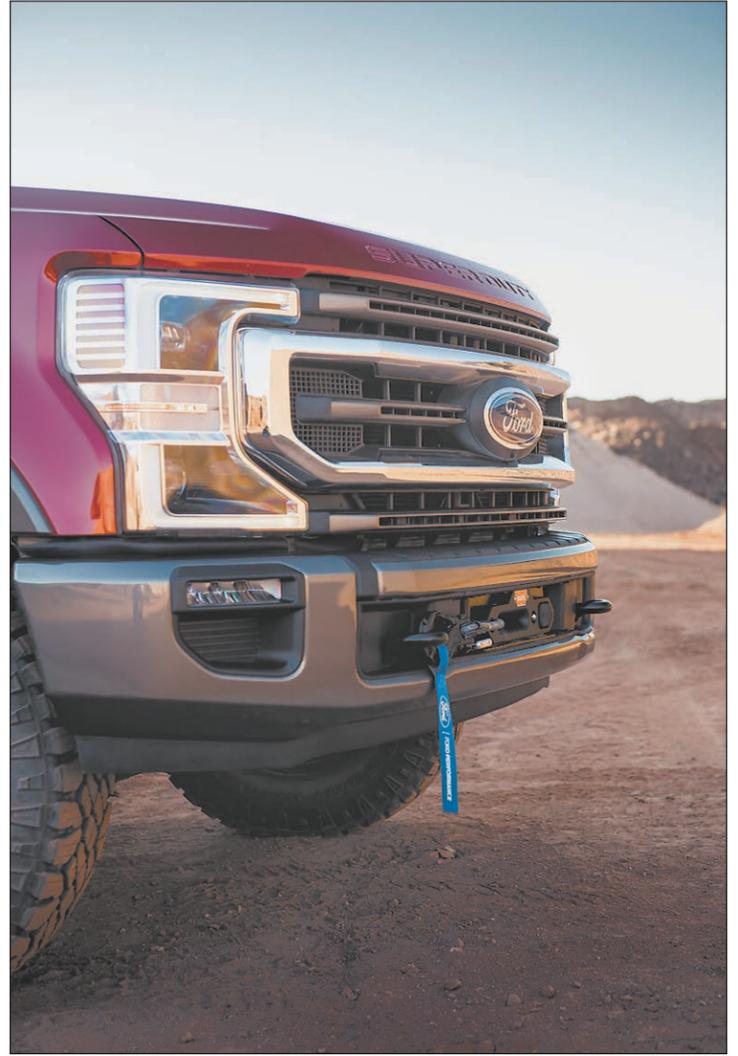
It also has up to 4,210 pounds maximum payload capacity with the all-new available 7.3-liter gas engine, he said – providing all of the towing and payload capability customers expect of their Built Ford Tough F-Series Super Duty truck.

Both workhorse and adventure machine, said Meredith, the

Tremor Off-Road Package is available for XLT, Lariat, King Ranch and Platinum F-250 and F-350 Super Duty trucks with available new 7.3-liter gas V8 or third-generation 6.7-liter Power Stroke diesel V8.

2020 Ford F-Series Super Duty is built at Kentucky Truck Plant in Louisville and Ohio Assembly Plant in Avon Lake.

Trucks are on their way to dealer showroom floors right now.



The Performance Parts winch by Warn comes with 12,000 pounds of winching power and will be available as a factory-orderable option or dealer-installed after-sale accessory for both gas and diesel-powered Super Duty Tremor pickups.

AAA Foundation Studies Ways That Older Drivers Can Avoid Dangerous Situations

Older adults with discomfort or low confidence while driving are adjusting their driving patterns to avoid driving at night, on the freeway, in afternoon rush hour traffic, or in unfamiliar areas, according to new research from the AAA Foundation for Traffic Safety.

Some of the self-regulated changes older drivers make can be unnecessary and do not always improve safety, said Howard Hughey, Michigan Public Affairs director, AAA. To extend their mobility and reduce risk on the road, AAA recommends older drivers consult a healthcare professional when feelings of driving discomfort arise.

"When older drivers become uncomfortable in certain driving situations, some may assume they have to live with the discomfort while others unnecessarily reduce their mobility," said Dr. David Yang, executive director of the AAA Foundation for Traffic Safety. "By addressing issues of discomfort early, older drivers can learn more about age-related changes to their body and discuss strategies with their healthcare provider to best compensate for declines."

Researchers from the AAA Foundation for Traffic Safety partnered with the University of Michigan Transportation Research Institute (UMTRI) to evaluate how an older drivers' (ages 65-79) comfort level on the road affects their driving behaviors. Using GPS data loggers to track

driving patterns, they found that older drivers who report lower comfort driving at night, during afternoon rush hour, on the freeway and in unfamiliar areas also self-regulated their behavior to reduce or avoid driving in those situations.

While self-regulation is often the best solution to allow older drivers to continue driving safely, some changes can create unintended consequences on the roadway. For example, using side streets to avoid the freeway can also increase an older drivers' risk of a crash by increasing the distance traveled and their exposure on the road.

"Older drivers should not let physical discomfort and low confidence limit their mobility or safety, especially when your doctor may help you find ways to address these issues," said Rhonda Shah, AAA manager of Traffic Safety Advocacy and Community Impact. "Oftentimes, simple adjustments to your vehicle, a driver refresher course or a change to your prescription medications can improve comfort and safety behind the wheel. The key is to speak up about it."

When older drivers begin to experience physical changes to the body or feelings of driving discomfort, AAA recommends:

Talk About It: Visit a doctor or occupational therapy driver rehabilitation specialist to determine the cause of your discomfort and evaluate potential solutions.

Educate Yourself: You can evaluate your driving performance using tools like AAA's Driver65Plus to determine your strengths and weaknesses and learn ways to improve your driving. Consider taking a driver improvement course to help refresh your driving knowledge, get the most out of your vehicle and reduce risk on the road.

Make Changes: Once you know the cause of your discomfort, make needed vehicle adjustments. Free programs like CarFit can help older drivers learn about changes they can make to their vehicle to better fit their needs. For more information on AAA resources for older drivers, such as RoadWise online/classroom courses or other programs that help seniors better "fit" with their vehicles, visit www.senior-driving.aaa.com.

Recognizing that lifestyle changes, and innovative technologies and medical advancements will have a significant impact on the driving experiences of the baby boomer generation, the AAA Foundation for Traffic Safety launched a ground-breaking, multi-year research program to more fully understand and meet the safety and mobility needs of older drivers in the United States. The AAA LongROAD (Longitudinal Research on Aging Drivers) is one of the largest and most comprehensive studies available on senior drivers with 2,990 participants being followed for five years.

GM Engine Plant is Getting \$40M in Upgrades

You have to spend money to make money is the old saying.

And it's true, said GM spokeswoman Courtney Jackson, pointing out that's General Motors is planning to invest \$40 million in the Spring Hill Global Propulsion Systems (GPS) plant to increase capacity of the 5.3L V8 engines for GM's full-size truck and SUV programs.

The 5.3 V8 engine with Dynamic Fuel Management is paired with a 10-speed automatic transmission. This engine variant is available for select full-size trucks and SUVs, including Chevrolet's Silverado, Tahoe and Suburban, as well as the GMC Sierra, Jackson said.

"This investment further solidifies GM's commitment to our team and jobs for our community," said Michael Youngs, GPS plant director, "The Spring Hill Manufacturing team has a proven track record of successful, high-quality launches, and when our products are in high demand by customers, this team is ready."

GM's Spring Hill GPS facility currently produces three engines that power 13 of General Motors' cars, trucks and crossovers.

This investment adds to the previously announced \$22 million investment in Spring Hill GPS made in early 2019 and contributes to the more than \$2 billion invested in the Spring Hill

Manufacturing complex since 2010.

Spring Hill Manufacturing employs over 3,700 people and the hourly workforce is represented by UAW Local 1853.

"I'm proud of the men and women on our team," Mike Herron, UAW Local 1853 chairman, said.

"Because of them, we are

bringing and sustaining business right here in middle Tennessee."

GM Spring Hill Manufacturing began operations in 1990 and has since produced over 6 million vehicles and 4.5 million engines. Spring Hill Manufacturing is the largest GM facility in North America.

The flexible vehicle assembly plant and Global Propulsion Sys-

tems plant sit on 2,100 acres with 900 of those acres dedicated to farming, Jackson said.

An additional 100 acres are dedicated to a wildlife habitat, inhibiting wetland and native grasses. GM Spring Hill Manufacturing's wildlife area has received Gold recognition and certification from the Wildlife Habitat Council.



GM employees should benefit from the company's new investments in its Spring Hill engine facility.

State of Ohio Testing New AV Program

COLUMBUS, Ohio (AP) – Self-driving shuttles will do a circuit through a residential neighborhood in Ohio's capital city as part of a year-long pilot program starting in late January.

Three, 12-passenger, disabled-accessible electric shuttles will travel the 2.8-mile (4.5 kilometer) route in the Linden neighborhood of Columbus.

The shuttles, which are autonomous but monitored by on-board operators, will run between 6 a.m. and 8 p.m. and connect riders to locations with social services like St. Stephen's Community House which has a food pantry and health and job resources.

Other vehicle stops include a recreation center and a transit center.

The circuit will be timed so riders can connect to the region's Central Ohio Transit Authority buses.

The route will be suspended for 30 minutes in the morning and afternoon as a precaution because of students walking to school, said Mandy Bishop, the program manager for Smart Columbus, the city's mobility initiative.

The buses can travel up to 25 mph, but will average 12-18 mph, she said.

A different self-driving shuttle pilot program that ended in September ran along the Scioto Mile taking passengers to attractions around Columbus, including Bicentennial Park, the Center of Science and Industry and the National Veterans Memorial and Museum.

That particular service attracted more than 16,000 riders overall before the testing program was completed.

China Sees Auto Sales Decline for Second Year in a Row

by JOE McDONALD
AP Business Writer

BEIJING (AP) – China's auto sales fell for a second year in 2019 as a trade war with Washington and an economic slowdown depressed consumer confidence and demand for electric vehicles weakened, an industry group reported Jan. 13.

The downturn is squeezing global and Chinese automakers that are spending billions of dollars to meet government mandates to sell electric vehicles.

Sales in the industry's biggest global market declined 9.6 percent from 2018 levels to 21.4 million sedans, SUVs and minivans, according to the China Association of Automobile Manufacturers.

Total vehicle sales, including trucks and buses, was off 8.2 percent at 25.8 million.

After two decades of explosive growth, Chinese auto sales fell 4.1 percent in 2018 as unease over the tariff war with President Donald Trump and slowing economic growth prompted consumers to put off big purchases.

Forecasters expect sales to level off this year, but that would be more than 3 million units below 2017's peak of 24.7 million.

"Chinese industry sales saw signs of stabilization in 2019," said Bernstein analysts Robin Zhu, Luke Hong and Xuan Ji in a report in the first week of January. "We think consensus expectations for a flat volume year in 2020 are reasonable but considered higher more likely than lower."

December sales were off 0.1 percent from a year earlier, CAAM said, an improvement over double-digit declines in previous months. The group gave no December sales total, but based on other CAAM data it would be about 2.2 million vehicles.

Sales of electric and gasoline-electric hybrid sedans and SUVs in 2019 sank 4 percent from a year ago to 1.2 million. That still would make China the technology's biggest market by far, accounting for at least half of global purchases.

Electrics sales rose by double digits in early 2019 but plunged after Beijing ended subsidies to

buyers in July. Regulators shifted the burden of promoting the EV technology to automakers by imposing on them mandatory sales targets.

Communist leaders are trying to accelerate industry development by ending curbs on foreign ownership of automakers.

Global brands that until now were required to work through joint ventures with state-owned Chinese partners were allowed full ownership in electric car manufacturing starting last year, reflecting official confidence local brands can compete directly with foreign rivals.

Limits on foreign ownership are to be removed from the whole auto industry by next year.

Despite those changes, most foreign automakers are expected to stay in joint ventures with Chinese partners to take advantage of their government connections.

General Motors Co. said earlier 2019 sales by the company and its Chinese partners fell for a second year, declining 15 percent to just under 3.1 million vehicles. GM sales in China peaked at just over 4 million units in 2017.

Volkswagen AG said that in 2019 sales rose 1.7 percent to 3.2 million, edging past GM to claim at least temporarily the status of China's biggest auto brand.

Sales by Ford Motor Co.'s joint ventures fell 26.1 percent to 567,854. Sales declined 14.7 percent in the final quarter of 2019.

"The pressure from the external environment and downward trend of the industry volume will continue in 2020," said the CEO of Ford Greater China, Anning Chen, in a statement.

Nissan Motor Co. sales were off 1.1 percent at 1.5 million units. December sales fell 4.5 percent from a year earlier to 168,262.

BMW AG, Europe's biggest luxury brand, reported sales up 13.1 percent to a record 723,680. December sales rose 8 percent to 67,897.

Sales by Chinese brands tumbled 15.8 percent over 2018 to 8.4 million vehicles. More than half of that was accounted for by sales of lower-cost Chinese SUVs, which sank 4.2 percent to 4.9 million.

BYD Auto, one of the world's

biggest electric vehicle brands by sales volume, said 2019 deliveries fell 11.4 percent to 461,399. December sales fell 38 percent to 43,179.

Geely Holding, best known abroad as the owner of Sweden's Volvo Cars, said its Geely Auto,

Volvo and Geely New Energy brands sold 2.2 million vehicles in 2019.

Geely Auto includes the LYNK & Co. and all-electric Geometry brands and as well as stakes in Malaysia's Proton and Britain's Lotus.

Art Moran

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2020 NAIAS Promises to Be a Spectacular Summer Event

by Jim Stickford

North American International Auto Show officials have unveiled just how the show will operate this June.

This will be the first year that the NAIAS show will be held in the summer and Doug North, chairman of the 2020 NAIAS event, said that several new events will be held in and out of the TCF Center (formerly known as the Cobo Center) this year.

"This year we will actually bring drifting to the roof of the TCF center," North said. "And it will be amazing."

In addition to the traditional showing of vehicles indoors, a special "campus" will be set up in Hart Plaza next to the TCF Center.

For example, the annual Charity Preview will expand into Hart Plaza with two ticket options offering indoor and outdoor entertainment, experiential displays, some of the city's best eats and a reimagined summertime dress code, North said. The signature event is Friday, June 12, 2020, and will span the 2-million-square-foot TCF Center and Hart Plaza auto show campus.

The new format for the event is designed to expand the appeal to a broader audience, capitalize on Detroit's beautiful riverfront and make the region's most glamorous night out accessible to more people, said North. It's an example of how 2020 NAIAS will evolve as the show moves from its traditional date in January to June, he said.

"Charity Preview will be a party inside and outside that welcomes both an updated creative black-tie audience as well as late-night summer-chic attired guests," said North. "Warm temperatures and late sunsets will

make for a spectacular evening in terms of what attendees are going to see and experience at this special night of giving."

Also new to the show will be the "Motor Bella Presented by PNC Bank" – a European supercar street festival - to the show's 2020 lineup of June events.

Motor Bella was created to be a celebration of Italian and British car culture in a thriving part of Detroit during the weekend leading up to Press Preview, North said. During the four-day festival, exotic car club members from dozens of clubs – along with local supercar enthusiasts – will experience some of the world's finest supercars alongside authentic food and culture from the region.

"When we began to re-envision NAIAS, our goal was to expand the show into the city, provide more ways for the community to interact with the brands, and really showcase the global car culture throughout Detroit," said NAIAS Executive Director Rod Alberts. "Motor Bella will take place in one of the most dynamic and growing areas of the city and will give showgoers an opportunity to engage with Italian and British luxury and sports car brands."

Motor Bella takes its name from the historical British concept of "motoring" with the Italian word for beautiful. Motor Bella will be produced by NAIAS in association with the Consulate of Italy in Detroit and British Consulate General in Chicago, support from sponsors and the anticipated participation of several dozen car clubs, Alberts said.

The event, which will be held on Broadway Street next to the Detroit Opera House, will feature well over 100 Italian and British supercars representing 12

brands, such as Ferrari and Rolls Royce. The vehicles will be provided by a mixture of British and Italian auto brands, local dealers and car clubs.

Ferrari is bringing a lineup of cars for its own event in Parker's Alley behind the Shinola Hotel as part of Motor Bella.

Other brands with a presence will include Alfa Romeo, Aston

Martin, Bentley, Jaguar, Lamborghini, Land Rover, Lotus, Maserati, McLaren and Mini. The vehicles will be displayed near The Brakeman and Shinola Hotel, Detroit Opera House, and the Element Hotel at the Metropolitan.

Most vehicles will be accessible by all attendees while some special, one-of-a-kind cars will be displayed under a marquee adja-

cent to the Opera House. The festival also will feature the best in British and Italian cuisine from local food trucks, street vendors, and neighboring restaurants.

Motor Bella begins Friday, June 5, and concludes on Monday, June 8, with a media reception as journalists from around the world begin arriving in Detroit for 2020 NAIAS.



North showing how the 2020 NAIAS will be bigger and better this year when the show is held in June.

Auto Classes Helping Addicts Get Clean

LOUISA, Ky. (AP) – Rafael Gonzalez has the arrests and losses to show for abuse of alcohol and methamphetamine that got so bad he couldn't hold down a job.

But that was before – before he got sober and got baptized at Addiction Recovery Care in Louisa, before he started learning to be an auto mechanic as part of his treatment.

Now he can change the oil in vehicles. He can fix brakes. And he can see a future.

That's the point of Second Chance Auto, where people recovering from addiction also train to be mechanics.

"It keeps you motivated," said Gonzalez, a slight, soft-spoken 27-year-old.

The shop grew from an idea that combining job training with substance-abuse treatment would benefit people working to overcome addiction by preparing them for a life after getting clean.

The concept is to help people go from crisis to career, showing them the potential to again be productive members of society, said Tim Robinson, president of ARC.

"That provides hope. That motivates people to engage and complete their treatment," said Robinson, a former prosecutor who founded the treatment business after dealing with his own addiction to alcohol.

The idea has worked. Before ARC started incorporating vocational training in its treatment process, just 40 percent of its clients stayed past the initial 30-day phase.

That rate jumped to 75 percent when ARC started its first job-training program, Robinson said.

The organization had to double the number of beds available for the second phase of its year-long treatment program to accommodate people staying on for job training.

That's significant because more time in treatment means better potential for long-term sobriety.

Of the people who have received job training while taking

part in treatment at ARC since October 2016, more than 80 percent remain employed and in active recovery, Robinson said.

The U.S. Department of Health and Human Services announced earlier this year it would include ARC in a study of how programs help people move from poverty and addiction into the workforce.

ARC provides clinical drug-addiction treatment coupled with Christian principles. It has seven residential treatment facilities and several outpatient clinics with about 1,000 people in treatment.

Most of its facilities are in the Appalachian counties of Kentucky, but it has an outpatient clinic in Lexington.

Its first vocational program was training clients as peer-support specialists – people who have been successful in their own recovery and are trained to be a shoulder for people in treatment to lean on.

Many went on to work for ARC. A third of the company's 625 employees are graduates of its treatment program, Robinson said.

The organization has set up a partnership with Big Sandy Community and Technical College to train medical receptionists, and also has a building-trades internship.

It is looking to expand its job training and education to other fields.

The mechanic training program grew from ARC's work servicing its own fleet of vans.

James Keeton, who manages Second Chance Auto, said he, Robinson and others began talking about opening a garage to the public in order to create jobs and generate income to help pay for training.

The idea gathered momentum at the same time ARC had a person in its recovery program with the background to help make it happen.

Jon Storms grew up at his father's full-service repair shop in Corbin, where he began changing tires years before he could drive a car.

He knew which services to offer and what prices to charge, how to estimate the cost of a repair job and which computer programs the shop would need.

"I eat and breathe this stuff," said Storms, 42, a tattooed, upbeat evangelist for the power of second chances who has been sober more than two years.

Addiction Recovery Care paid to remodel and equip the repair shop, which opened to the public a year ago on Watermelon Hill Road in Louisa.

The shop can handle anything from fixing flat tires to rebuilding engines.

Business has grown so quickly that all the bays are full at times.

"We have customers now who basically walk in, throw us the keys and say 'Figure out what's wrong with it,'" said Keeton, 44, who has a decade of sobriety under his belt.

Keeton believes God has a plan for his life, a way to use everything he went through, and the shop is part of that.

"I believe that reason is today I can help other people," Keeton said.

The shop has some employees who are not in recovery from drug or alcohol abuse, but most are.

Experienced mechanics check the work of people in training.

There are two men in training right now, but about a dozen others have gone on from the garage to work elsewhere, Keeton said.

Lonnie Thomason, who is in treatment at ARC for an addiction to alcohol, is taking part in the mechanic training program.

Thomason, 49, was a certified mechanic at dealerships in Berea and Richmond before letting his certification lapse as booze dragged him down.

He said it helps him to work around others who understand the struggles of addiction.

"Staying connected is necessary for me – staying connected with people in recovery," Thomason said. "I'll probably retire from here if they'll put up with me."

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Dodge Vehicles Starring in Latest 'Fast & Furious' Film

Hurray for Hollywood.

To celebrate the much anticipated upcoming new chapter of its iconic Fast & Furious franchise, Universal Pictures announced its massive fan event "The Road to F9." On Jan. 31, in Miami, the studio will release the new trailer for the ninth chapter in the Fast & Furious franchise, as well as host a once-in-a-lifetime concert complete with global superstars performing their biggest hits.

Fans hoping to win the chance to secure tickets to the show may register at fastandfurious.com/theroadtoF9. F9 opens in North America on May 22, said FCA spokeswoman Diane Morgan.

Featuring musical numbers by global superstars Cardi B, Wiz Khalifa & Charlie Puth and Ozuna, as well as series multihyphenate Ludacris, the multiplatform

fan-focused event will be hosted by the Fast & Furious franchise's very own Tyrese Gibson, alongside Maria Menounos.

"The Road to F9" will include special appearances by series godfather Vin Diesel, F9 director Justin Lin, plus franchise stars Michelle Rodriguez, Jordana Brewster and Nathalie Emmanuel, as well as newcomer to the Fast & Furious family, John Cena. The final stop on "The Road to F9" will occur at Maurice A. Ferré Park in downtown Miami at 3 p.m. EST, where lucky superfans will party with the stars.

"The heart of the Fast & Furious franchise has always been, and will always be, family, and it brings me so much joy that our extended family will be with us to help celebrate the launch of this chapter," said Vin Diesel.

"We are nothing without our ride-or-die fans, and we are

thrilled that they will be in Miami to welcome old- and new-school cast and crew, as well as usher in a brand-new era of Fast & Furious."

The world premiere of the trailer for F9 will take place during the live-stream launch and the network broadcasts, and the event will be available live on Facebook and YouTube at /TheFastSaga, as well as Instagram and Twitter @TheFastSaga.

Interviews from the red carpet will be posted throughout the day at Xfinity Mobile's Twitter handle. "The Road to F9" broadcast partner NBC will air the concert at 9 PM EST, and partner Telemundo will air a Spanish-language broadcast at 11:30 p.m. EST, which will air across Telemundo and Universo.

In addition to presenting exclusive vehicles from the upcoming film, sponsor Dodge will be host-

ing a Dodge Challenger SRT Demon driving simulator onsite for guests ready to ride like Dom Toretto and his crew. Cast of the franchise will mingle alongside fans at the free concert event, and interviews during the show will take place from the Xfinity Mobile Lounge. Additional sponsors IMAX and Castrol EDGE will also have a presence at the event.

Fans interested in attending on Jan. 31 should visit www.fastandfurious.com/theroadtoF9/ to learn more, Morgan said.

The ninth chapter in the more than \$5 billion franchise sees the return of stars Vin Diesel, Michelle Rodriguez, Jordana Brewster, Tyrese Gibson, Charlize Theron and Helen Mirren and is directed by Justin Lin.

The film opens in theaters across North America on May 22, 2020.

Europeans Start Building New EV Charge Networks

FRANKFURT, Germany (AP) – European automakers' network of highway charging stations for battery-powered vehicles is taking shape ahead of an expected surge in electric car sales as manufacturers strive to meet new emission limits.

Ionity, the joint venture created among automakers to build the network, said Thursday it has completed more than 200 stations and expects to have 400 operating by the end of the year. Each station has 4-6 charging columns.

The highway network is seen as a key step in convincing car buyers they can switch to electrics and still take long highway trips without worrying about running out of juice during a family vacation.

Ionity CEO Michael Hajesch gave the progress update as the company unveiled the price for electricity at its high-speed stations in 20 – soon to be 24 – countries. Munich-based Ionity is a joint effort among BMW, Daimler, Ford, and Volkswagen Group, which also includes Audi and Porsche.

Last year, battery-powered cars accounted for only 2% of the market in Europe but manufacturers need to sell more to meet tougher European Union limits on greenhouse gas emissions coming into effect from 2021. Carmakers that don't meet the limits face fines of thousands of euros per vehicle.

The network is also a response to California-based electric car maker Tesla, which has its own charging network. The Ionity network will be open to Tesla owners.

Hajesch said Ionity would charge 79 euro cents per kilowatt hour for customers who don't have a contract with a mobility service provider for a different rate.

That replaces the previous price of 8 euros (\$8.80) per charging session.

The new price to charge up quickly on the highway and be on one's way is higher than what car owners typically pay to charge overnight at home, where charging might cost around 30 euro cents per kilowatt hour but takes hours.

Ionity's 350-kilowatt stations mean charging could be completed in as little as 10-15 minutes for cars that can take full advantage; other models will charge more slowly.



Dodge vehicles, such as this one used in the seventh "Fast and Furious" film, will continue to be used for the ninth film in the franchise.

State Police Testing Alcohol Breath Machines

LANSING, Mich. (AP) – Nearly 40 of Michigan's 203 desktop alcohol-breath devices have been returned to service, the state police director said Jan. 16 as he updated lawmakers on an investigation that could raise questions about some drunken driving cases.

Col. Joe Gasper of the Michigan State Police also identified eight police agencies with "discrepancies" in 52 breath tests linked to the DataMaster DMT machines, including some that went back more than a year.

"Part of our frustration is the inability to provide clear and precise information about how many people are going to be affected by this," Gasper said. "We are actively going through the data. ...

"The moment we discover discrepancies or irregularities, there will be notifications made as soon as possible."

Gasper announced Jan. 15 that

all 203 machines were being sidelined until the state police could verify that each was properly calibrated.

The DataMaster breath test is used to measure alcohol levels at county jails or police departments after a motorist is arrested.

It's not a roadside test. Instead it is used to test blood alcohol levels once a suspect has been taken into custody by police authorities.

At least 37 are back in service across the state of Michigan and the rest of the machines in question could be back in service and in use by the end of February, Gasper said.

State police are investigating whether any crimes were committed by contractors who must certify that the machines are properly calibrated and are accurate indicators of drivers' blood alcohol levels at the time that

they have been checked by police.

State police so far have found problems with DataMasters during certain time periods at sheriff departments in several state areas, including Alpena, Montcalm and Van Buren counties.

The Detroit Detention Center and police departments in Beverly Hills, Niles, Tecumseh and Pittsfield Township were also named. There were a total of 52 breath tests.

"As irregularities are identified, notification is made to the affected prosecutor regarding impacted breath tests. Prosecutors will review each case on a case-by-case basis to determine what actions to take," Gasper said.

A Lansing-area lawyer, Mike Nichols, said in a statement to the media that bad breath-test evidence doesn't instantly spoil a drunken driving case.

Gasper had a similar message

for those in the public concerned about the drunk driving cases affected by the question of accurate tests made by the machines in question.

"In many cases there is other evidence of intoxication and impairment, such as observed driving, sobriety tests and witness observations that provide indications of drunk driving," Gasper said.

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Contamination Site Cleanup

LANSING, Mich. (AP) – The cleanup of an industrial site in suburban Detroit from which contaminated water leaked last month will cost millions of dollars, officials of Michigan's environmental agency said Jan. 15.

Tracy Kecskemeti of the Michigan Department of Environment, Great Lakes and Energy told lawmakers efforts to contain the leak at the Electro-Plating Services Inc. site in Madison Heights has cost at least \$200,000 over 24 days. The presence of per- and poly-fluoroalkyl substances could triple the cost of removing contaminants.

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<p>2020 BUICK ENVISION PREFERRED</p> <p>PURCHASE FOR \$28,109*</p>  <p>STOCK # B501807</p> <p>LEASE FOR \$229* PER MONTH 36 MONTHS \$999 DOWN WITH CARD TOP OFF</p>	<p>2019 BUICK ENCLAVE PREFERRED</p> <p>PURCHASE FOR \$34,229*</p>  <p>STOCK # B502202</p> <p>LEASE FOR \$289* PER MONTH 39 MONTHS \$999 DOWN WITH CARD TOP OFF</p>
<p>2019 BUICK REGAL SPORTBACK AVENIR</p> <p>PURCHASE FOR \$35,599*</p>  <p>STOCK # B400026</p> <p>LEASE FOR \$469* PER MONTH 39 MONTHS \$999 DOWN WITH CARD TOP OFF</p>	<p>2019 BUICK REGAL TOUR X ESSENCE</p> <p>PURCHASE FOR \$38,109*</p>  <p>STOCK # B400024</p> <p>LEASE FOR \$499* PER MONTH 39 MONTHS \$999 DOWN WITH CARD TOP OFF</p>

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2020 CHEVROLET SILVERADO 1500 CREW CAB CUSTOM

PURCHASE FOR **\$29,979***

LEASE FOR **\$195*** PER MONTH | **36** MONTHS | **\$999** DOWN WITH CARD TOP OFF

SIGN & DRIVE

STOCK #502168



<p>2020 CHEVROLET TRAX LS</p> <p>PURCHASE FOR \$15,619*</p>  <p>STOCK #500605</p> <p>LEASE FOR \$119* PER MONTH 36 MONTHS \$999 DOWN WITH CARD TOP OFF</p>	<p>2020 CHEVROLET EQUINOX 2FL</p> <p>PURCHASE FOR \$21,829*</p> <p>FORMER COURTESY VEHICLE</p>  <p>STOCK #500300</p> <p>LEASE FOR \$149* PER MONTH 24 MONTHS \$999 DOWN</p>
<p>2020 CHEVROLET TRAVERSE LS</p> <p>PURCHASE FOR \$25,569*</p> <p>FORMER COURTESY VEHICLE</p>  <p>STOCK #500010</p> <p>LEASE FOR \$159* PER MONTH 24 MONTHS \$999 DOWN WITH CARD TOP OFF</p>	<p>2020 CHEVROLET BOLT 2LT</p> <p>PURCHASE FOR \$23,959*</p>  <p>STOCK #XGRZ6F</p> <p>LEASE FOR \$169* PER MONTH 36 MONTHS \$999 DOWN</p>
<p>2020 CHEVROLET MALIBU RS</p> <p>PURCHASE FOR \$19,479*</p>  <p>STOCK #WKNQZP</p> <p>LEASE FOR \$189* PER MONTH 36 MONTHS \$999 DOWN WITH CARD TOP OFF</p>	<p>2020 CHEVROLET SILVERADO 1500 DBL CAB CUSTOM</p> <p>PURCHASE FOR \$29,559*</p>  <p>STOCK #XGSF24</p> <p>LEASE FOR \$229* PER MONTH 36 MONTHS \$999 DOWN WITH CARD TOP OFF</p>
<p>2020 CHEVROLET BLAZER 1LT</p> <p>PURCHASE FOR \$28,939*</p> <p>LEASE FOR \$189* PER MONTH 24 MONTHS \$999 DOWN</p>  <p>STOCK #501809</p>	

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2020 TRAX LS



MSRP \$22,370 Sale Price: \$15,572*

- Color Touch Screen Radio!
- Remote Keyless Entry!
- Rear Vision Camera!
- Aluminum Wheels!

- 60/40 Folding Rear Seat!
 - Bluetooth for Phone!
- Stock# L54234

The Best Price...
PERIOD!

36 MONTH LEASE
\$154*

\$999 Down
NQ Security Deposit required. Tax, title and plate fees extra.

2020 SILVERADO 4WD CREW CAB

CUSTOM VALUE PACKAGE



MSRP \$43,930 Sale Price: \$30,626*

- 310HP 2.7L Turbo Engine!
- GM Bedliner INCLUDED!
- 20" Aluminum Wheels
- Remote Start and Entry!

- Trailer Package with Locking Rear Differential!
 - Bluetooth for Phone!
- Stock# L54589

The Best Price...
PERIOD!

36 MONTH LEASE
\$179*

\$999 Down
NQ Security Deposit required. Tax, title and plate fees extra.

USE YOUR GM CARD EARNINGS AND BONUS CARD EARNINGS TO SAVE EVEN MORE!*

2020 EQUINOX LT



MSRP \$30,720 Sale Price: \$21,148*

24 MONTH LEASE

\$189*

\$999 Down

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

DRIVER CONFIDENCE PKG.

- Color Touch Screen Radio!
 - Remote Start and Entry!
 - Rear Vision Camera!
 - Lane Change and Side Blind Zone Alert!
 - Heated Front Seats!
 - Power Rear Liftgate
- Stock# Q13346

The Best Price...
PERIOD!

2020 MALIBU RS



MSRP \$25,470 Sale Price: \$19,919*

36 MONTH LEASE

\$222*

\$999 Down

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

- Sport Grille w/Black Bowties!
 - Keyless Start and Entry!
 - Rear Vision Camera!
 - 18" Bright Machined Aluminum Wheels!
 - Chrome Dual-Exhaust Outlets!
 - Power Driver's Seat!
- Stock# L54699

The Best Price...
PERIOD!

2020 BLAZER 2LT



MSRP \$34,570 Sale Price: \$28,299*

36 MONTH LEASE

\$238*

\$999 Down

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

- 3.6L V6 SIDI DOHC VVT Engine!
 - Keyless Start and Entry!
 - HD Rear Vision Camera!
 - Aluminum Wheels!
 - Color Touch Screen Radio!
 - Bluetooth for Phone!
- Stock# L55351

The Best Price...
PERIOD!

2020 TRAVERSE LS



MSRP \$34,170 Sale Price: \$27,128*

24 MONTH LEASE

\$265*

\$999 Down

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

- 3.6L DI DOHC V6 Engine!
 - 8 Passenger Seating!
 - Keyless Start and Entry!
 - Rear Vision Camera!
 - Aluminum Wheels!
 - Bluetooth for Phone!
- Stock# L52806

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