

# Beyond Grand Rapids

## Toyota & Lexus increasing prices

Toyota has raised prices on at least 11 Toyota and Lexus models for the 2008 model year.

## No plans to match Chrysler

Ford, General Motors and Toyota have no plans to match Chrysler's offer to subsidize the cost of gasoline for car and truck buyers.

Chrysler announced an offer that caps the price of gasoline at \$2.99 a gallon for three years for people who buy or lease new vehicles through June 2. The offer covers most models and is based on 12,000 miles of driving per year and the vehicle's government fuel economy rating. Customers will get a card for buying gas that is linked to their own charge account, Chrysler said. The customer will be billed \$2.99 a gallon, and Chrysler will pay the rest.

GM tried a gas payment promotion two years ago in Florida and California with little impact on sales, company spokesman John McDonald. GM instead is focusing on making vehicles more fuel efficient because that's what customers are demanding.

*Source: Associated Press, May 6, 2008*

## Truck market shrinking

Passenger cars outsold light trucks last month for the first time in at least two decades as soaring gas prices sent consumers scrambling to more fuel-efficient vehicles. That dealt a major blow to Detroit's Big Three automakers, which are still heavily dependent on sales of trucks and SUVs.

Chrysler was the biggest loser. Its sales plummeted 23.5%. GM sales fell 16.2% year-over-year. Ford posted the smallest decline among the Detroit manufacturers. Including its foreign brands, Ford's sales fell 12.1%.

Toyota outperformed the market, reporting a 3.4% rise in sales in April. Sales at Nissan Motor Co. gained 6.7%.

*Source: Detroit News, May 2, 2008*

## Cars sales are booming

Through April, sales of GM's small and midsize cars are up substantially. Malibu is up 22%, Aura is up 24%, G6 is up 22%, and Cobalt is up 17%. In fact, the GM midsize trio – Malibu, Aura and G6 – have scooted past the Accord and are within about 10,000 units of the Camry in sales.

GM's midsize crossovers continue to impress. The Enclave, Acadia and Outlook have sold more than 52,000 units so far this year, up 87% over last year. The addition of the Enclave to the Buick-Pontiac-GMC showroom has been accompanied by a 43% rise in Acadia sales CYTD.

## GM and Mascoma partner to develop cellulosic ethanol

GM and Mascoma Corp. have announced a strategic relationship to develop cellulosic ethanol focused on Mascoma's single-step biochemical conversion of non-grain biomass into low-carbon alternative fuels to help address increasing energy demand.

Cellulosic ethanol is produced from lignocellulose, which is a structural material that comprises much of the mass of plants. This type of ethanol is chemically identical to ethanol made from other sources, such as cornstarch or sugar, but it has the following advantages: it exhibits a net energy content three times higher than corn ethanol, it emits a low level of greenhouse gases, and the lignocellulose raw material is highly abundant and diverse.

## Buick Lucerne joins GM flex-fuel lineup

The 2009 Buick Lucerne sedan will join General Motors' industry-leading lineup of flex-fuel vehicles that can run on either ordinary gasoline or E85 ethanol, or any combination of the two. The Lucerne, the first flex-fuel capable Buick passenger car, will be among more than 15 GM models with flex-fuel capability in 2009.

GM leads the auto industry in offering flex-fuel vehicles. Of the more than 7 million flex-fuel vehicles on U.S. roads, 3 million are GM cars and trucks.

## New Chevy Cobalt XFE delivers 36 mpg

Consumers looking to squeeze the most mileage from every gallon of gas will find much to appreciate with the new Chevy Cobalt XFE. It delivers a segment-best 36 mpg in highway driving, outdistancing competitors like the Honda Civic, Ford Focus and Toyota Corolla. The Cobalt XFE (for Xtra Fuel Economy) is on sale now and includes LS and 1LT coupe and sedan models with manual transmission. The Cobalt XFE gets 25 mpg in the city.



# AutoKnow



*General Motors Vision Statement:* GM's vision is to be the world leader in transportation products and related services. We will earn our customers' enthusiasm through continuous improvement driven by the integrity, teamwork and innovation of GM people.

## Eat a Candy Bar, Get Gas

Did you know you can get gas from eating candy bars? Really, you can, but this is the good kind of gas.

During the week of June 2, plant leadership will hand out candy bars as employees enter the plant at the start of their shift. The candy bars are labeled with the six different *Team Member Competencies*: Individual Respect/Personal Integrity, Accountability, Teamwork, Safety Oriented, Quality and Process Oriented, and Training/Coaching.

Here's how you can win free gas from your candy bar labels:

1. Find five fellow employees and together collect all six labels/competencies as a group (that is, each of you has a different competency label).
2. Get a Team Competency Form from the Center Communications Area or from your supervisor or team leader.
3. Take the *Team Member Competency* label from your candy bar and secure it to the corresponding *Team Member Competency* box on the form just mentioned.

4. Fill in your name, department and shift next to your *Team Member Competency* label on the form.
5. When your group collects all six *Team Member Competencies* and secures them to the form, drop your form into the drop box in the Center Communications Area. Completed forms must be put in the box by June 13, 2008 to be eligible for a prize. One form per employee.

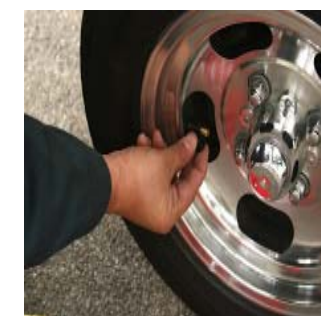
Here are the drawing prizes:

- One first-place prize: Six \$100 gas cards (one \$100 gas card to each of the six people on the winning team)
- One second-place prize: Six \$50 gas cards (same as above)
- Three third-place prizes: Six \$20 gas cards (same as above)

*NOTE: Please see page 2 for all six competencies and their desired behaviors.*

## What Do These Pictures Have to do With Gas Prices Hitting \$4.00 per Gallon?

Answers on next page.



## Team Member Competencies

(see story, page 1)

**Competency: Individual Respect/Personal Integrity**

**Behavior:** Respects all team members

**Competency: Accountability**

**Behavior:** Team member has functioned as an SPQRC rep.

**Competency: Teamwork**

**Behavior:** Participates in team-related issues, including problem solving

**Competency: Safety Oriented**

**Behavior:** Works safely and watches out for others' safety

**Competency: Quality and Process Oriented**

**Behavior:** Follows departmental quality standards for making team's product

**Competency: Training/Coaching**

**Behavior:** Helps team members and temporary team members

### Safety Corner

From a strictly measurement perspective, we cannot have more than **17** additional recordable injuries between now and the end of 2008 if we want to meet our Recordable Injury Rate stretch goal of 2.20.



### Know Safety, No Accidents

	2007	Through 5/16/08
First-aid Injuries	454	134
Recordable Injuries	65	18
Lost Work Days	6	2
Near Misses Reported	232	159

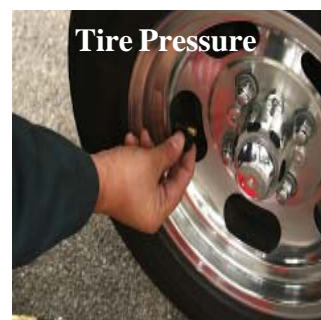
## What Do These Pictures Have to do With Gas Prices Hitting \$4.00 per Gallon?



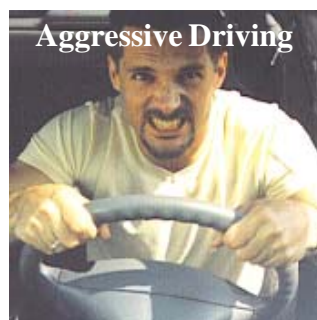
In 1984 Sammy Hagar (above) recorded "I Can't Drive 55":

"Go on & write me up for 125  
Post my face, wanted dead or alive  
Take my license n' all that jive  
I can't drive 55!"

Speed is a huge factor in fuel economy. Every five miles per hour over 60 is like paying an additional 20 cents per gallon.



Tire pressure is critical to gas mileage. For every pound-per-square-inch that one of your tires is underinflated, you lose 1% or 2% of your fuel economy. So multiply this by four.



If you're aggressive and you jump on the gas and jump on the brakes, you're going to waste fuel. This is an aspect of conserving fuel that you can easily control. Just lighten up!

## Around Grand Rapids

### Buick Open Tickets at a Discount

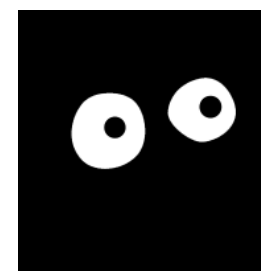
A special price for tickets to see the 50th anniversary of the Buick Open are now available to all GM employees! The tournament will take place at Warwick Hills Golf & Country Club in Grand Blanc on June 23-29. Tickets are available for just \$20 each, \$15 per ticket less than the regular gate price. There's a limit of four per person and you must buy them by June 20. To take advantage of this offer, call 800 878 OPEN and follow the prompts. The pass code is GME08. You can also log on to [www/ticketmaster.com](http://www.ticketmaster.com) and type Buick Open in the search area at the top left of the home page. Choose GM Employee ticket offer and enter the password GME08.



### Energy Waste and Memorial Day Weekend

With this weekend being four days long, anything requiring energy that's left on will waste twice the energy as it would over a normal weekend.

In the past, Grand Rapids has not done well when it comes to weekend and holiday shutdowns. We are expected to have our electrical load reduced to 25% (2.3 MW) of our production load (9.2MW) on weekends and shutdowns. For the month of April we were at 44% (4.1 MW) of our production load over the weekends. We need to improve. If anybody has any suggestions on how we can improve on conserving energy, please contact me on Lotus Notes or at ext. 2870.



#### Turn it off

On Thursday of this week, shut it off!

- shut off monitors and computers
- shut off copy machines and printers (not in hibernate/sleep)
- shut off lights
- shut off man fans
- follow shutdown procedure for all equipment and machines
- if it's a waste of energy, shut it off

## UAW-GM Quality Network Employee Recognition

### Mark Cool and Dennis Dudley

Congratulations to **Mark Cool** and **Dennis Dudley**, both of whom were recognized as part of the UAW-GM Quality Network recognition process. Mark and Dennis, first-shift WFG, were nominated for going above and beyond to ensure the next shift has what it needs to obtain team objectives. Mark and Dennis are representative of GM's Core values of *Teamwork, Customer Enthusiasm, Continuous Improvement* and *Individual Respect and Responsibility*.



Dennis Dudley, left, and Mark Cool, middle, receive their recognition from their supervisor, Mike Hammond.

### Jim Hofstra

And congratulations to **Jim Hofstra**, 3rd-shift TDO supervisor, for going above and beyond to ensure his team members safely achieve their productivity goals. Jim is representative of GM's Core values of *Teamwork, Customer Enthusiasm, Continuous Improvement* and *Individual Respect and Responsibility*.



Jim Hofstra

### Child Care Office--2008 Summer Guide

Lots of summer fun can be found in the 2008 Summer Guide. Eighteen pages of information about football camps, science day camps, animal camps, overnight camps and more! Copies are available from the Child Care Office.