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Students Compete In This Year's Buick Achievers Scholarship Plan

Students from across the nation who excel in both the classroom and as contributors to their communities are expected to vie for 1,100 scholarships offered through the 2013 Buick Achievers Scholarship Program, funded by the General Motors Foundation.

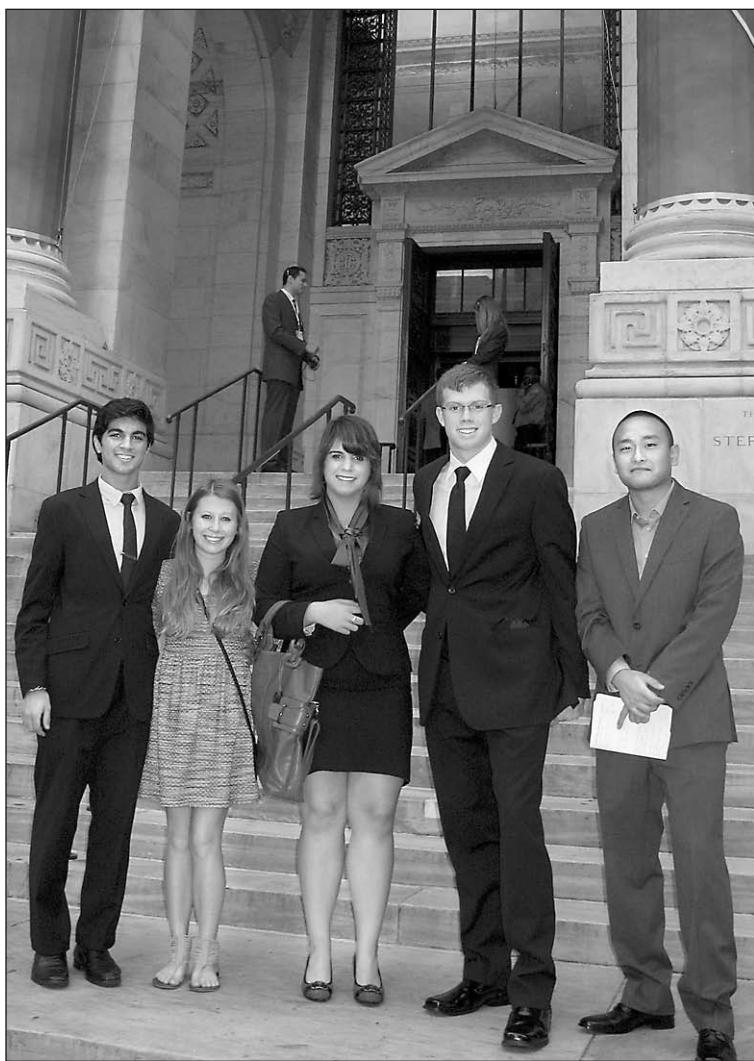
One-time \$2,000 scholarships will be awarded to 1,000 successful applicants beginning Jan. 7 through 5 p.m. EST on Thursday, Feb. 28.

Since the program was created in 2011, the annual Buick Achievers Scholarship Program has given out nearly \$12 million in scholarships.

In addition, through this program, 100 current high school or current undergraduate students will receive scholarships up to \$25,000 a year, renewable for up to four years and one additional year for students registered in qualified five-year engineering programs.

"Since the inception of the Buick Achievers Scholarship Program, we have provided scholarships to more than 2,000 students from all 50 states," said

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Former Buick Achievers Scholarship Award winners (from left) Saad Amer, Melissa Rey, Carmen Gil, Tommy Jones and Denney Choi attended NBC News' 2012 Education Nation Student Town Hall.

New Cadillac ATS Handling System Kicks Up Performance

Cadillac engineers last week brought in the New Year by showing off the new ATS PAL system, which is designed to improve acceleration control and handling through curves during spirited driving.

Performance Algorithm Lift-foot, or PAL, detects when the driver demands more performance from the vehicle while taking a curve and automatically drops the transmission to a lower gear to improve acceleration out of the corner.

PAL is paired with ATS models with a six-speed automatic transmission, which engineers have perfected for quick-shift timing. PAL minimizes unneeded shifting and allows the driver to focus on the road and enjoy the ride.

"The ATS is built to deliver inspired driving dynamics when the driver desires it," said Adam Dean, Cadillac ATS ride and handling engineer.

"When PAL is engaged, the driver will notice the ATS kick into a higher RPM."

When the ATS is in the driver selected "Sport" suspension mode and begins negotiating curves with sufficient cornering lateral force, the transmission computer commands downshifts to ensure the right gear is readily

available. The lower gears aid in both braking into and maintaining control through the turn, and then accelerating out of the corner.

With continued high-throttle driving and aggressive braking, the transmission will maintain the lower gears to assist in acceleration and in preparing for the next corner.

When more moderate driving conditions are detected – lower acceleration and cornering – the transmission will upshift sequentially through the gears, and exit PAL mode.

The transmission also features faster shift times, which have been improved to perfect RPM engine matching when downshifting through a corner.

Cadillac engineers refined PAL and other performance features on the "Green Hell" – Nurburgring's Nordschleife Course – and other challenging roads.

Driving enthusiasts are putting ATS to the test.

In a recent *Motor Trend* comparison of six-cylinder versions of the world's finest sport sedans, ATS was judged the overall winner. The *New York Times* review of ATS described it "a blast to drive on the road and track."

What a Year! Detroit 3 Tear Up Record Books

GM First Automaker to Sell 1M 30-mpg Vehicles in a Year

December of 2012 was a good month for GM with numbers indicating that U.S. dealers delivered the company's highest December sales in five years, with deliveries up 5 percent year-over-year to 245,733 vehicles.

December was also GM's best retail sales month of 2012. Retail volume was up 38 percent from November – about double the industry's estimated increase.

Incentive spending was competitive with industry-wide levels, according to J.D. Power esti-

mates, and remains below many Asian and domestic competitors.

"All four GM brands increased their sales year-over-year in December and we were strong across the board in cars, crossovers and pickup trucks," said Kurt McNeil, vice president of U.S. Sales Operations.

"We also achieved an important fuel economy milestone," he said. "In December, GM became the first U.S. automaker to sell more than 1 million vehicles in a single year that get an EPA-esti-

mated 30 mpg or better on the highway."

Total GM passenger car sales increased 14 percent compared with a year earlier. Crossover sales were up 2 percent and sales of trucks, which include pickups, vans and SUVs, were equal to a year before.

Compared with November, total car sales increased 18 percent, trucks 52 percent and crossovers 22 percent.

Combined mini, small and compact car sales were up 52

percent year-over-year driven by continued strong Buick Verano, Chevrolet Spark and Sonic sales; a 27 percent increase for the Chevrolet Cruze; and a 72 percent increase for the Chevrolet Volt.

Cadillac posted a double-digit year-over-year sales increase for the third consecutive month.

Cadillac passenger car sales increased 64 percent year-over-year as the all-new ATS and XTS continue to establish themselves in the luxury market.



2013 Buick Verano

Year-over-year sales of the Chevrolet Silverado increased 6 percent and sales of the GMC Sierra were up 13 percent. GM

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2013 Ford C-MAX

Ford Brand Stands Alone in '12 With 2 Million U.S. Sales

Ford Motor Company's U.S. sales grew across the board in 2012, with cars up 5 percent, utilities up 7 percent, and trucks up 2 percent for the year.

Overall, the Ford brand ended 2012 with 2,168,015 vehicles sold – the only automotive brand to

top 2 million in U.S. sales.

"Ford finished 2012 strong, with retail sales showing improved strength as more customers returned to dealer showrooms," said Ken Czubay, Ford vice president, U.S. Marketing, Sales and Service.

"Ford's fuel-efficient cars and hybrid vehicles showed the most dramatic growth for the year, and we achieved our best year for commercial vehicle sales since 2008."

Sales of Ford's small cars were up 29 percent in 2012, with

316,006 vehicles sold, and overall car sales were up 5 percent in 2012, with 760,646 sold. Focus sales gained 40 percent during the year, and the all-new C-MAX continues its strong selling rate.

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Chrysler Sales Break Through Record Barriers in 2012

Chrysler's sales winning streak continued in December 2012 as the automaker reported U.S. sales of 152,367 units for the month, a 10 percent increase compared with sales in December 2011 (138,019 units), and the group's best December sales mark since 2007.

The Chrysler, Dodge, Ram Truck and FIAT brands each posted year-over-year sales gains in December compared with the same month last year.

The FIAT brand's 59 percent increase was the largest sales gain

of any Chrysler Group brand for the month.

December marked Chrysler Group's 33rd consecutive month of year-over-year sales gains.

For the year, Chrysler Group sales totaled 1,651,787 units, up 21 percent compared with sales in 2011.

The Chrysler, Jeep, Dodge, Ram Truck and FIAT brands each recorded significant sales gains during 2012 compared with sales in the previous year. The Jeep brand's 13 percent sales increase in the U.S. helped push its global

sales to an all-time record in 2012. Seven Chrysler Group models set annual sales records in 2012.

"Chrysler Group ended 2012 on a strong note with December sales up 10 percent and our best December sales since 2007," said Reid Bigland, president and CEO – Dodge Brand and head of U.S. Sales.

"Looking back on 2012, we were again one of the fastest growing automakers in the country with total sales up 21 percent. We also recorded 33 consecutive months of year-over-year sales

growth and our strongest annual sales in five years.

"Finally, seven of our vehicles recorded their best-ever annual sales in 2012, demonstrating how the quality, design and fuel efficiency of our product lineup continues to resonate with consumers."

The all-new Dodge Dart, which just earned a Top Safety Pick from the Insurance Institute for Highway Safety, played a big role in Chrysler Group's 10 percent sales increase in December. Dart sales were up 36 percent from



Dodge Dart

November to December, the compact car's best monthly sales performance since it went on sale in June.

Also contributing to Chrysler

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