



This 2016 GMC Canyon dashboard is Android smartphone compatible.

GM Tech Better Connecting Vehicles and Smartphones

A software upgrade enabling Android Auto phone compatibility for 2016 GMC Canyon, Sierra and Yukon models equipped with the available eight-inch IntelliLink system will be offered to U.S. customers in March 2016. The upgrade will be performed by GMC dealers.

Android Auto joins Apple CarPlay, which was unveiled earlier this year, offering phone compatibility via the available IntelliLink screen.

GMC spokesman Brian Goebel said that Android is a popular

smartphone format and being able to upgrade vehicles owned by Android users is a definite plus.

“We’ve worked hard with both the people at Apple and Google to make these upgrades possible,” Goebel said. “The work was mostly done by our Global Connectivity Customer group. They’ve done a great job and our vehicles are the better for their efforts. Right now there are no additional announcements that we’re planning on making concerning this tech.”

CONTINUED ON PAGE 2

Autonomous Volts Is Just the Beginning Of GM’s Future as a Mobility Company

Among the things that GM announced in conjunction with the company’s Global Business Conference held on Oct. 1 at the Milford Proving Ground was that starting in late 2016, GM employees at the Tech Center in Warren will be able to use autonomous Volts to get around the campus.

GM spokesman Dan Flores said that the Global Business Conference is a yearly event that in-

forms bankers and financial analysts what the company has going for the future.

“We made a number of announcement meant to coincide with the conference,” Flores said. “One of them was about the autonomous Volt fleet. What’s interesting about the Volt announcement is that the fundamental reason for the program is the information we will glean.”

Flores said that while it’s nice that people at the Tech Center will be able to get into a Volt, press a button and be taken to a destination across the campus, GM really wants to know how well its autonomous technology is progressing.

“Everyone says that this is the future,” Flores said.

CONTINUED ON PAGE 2



GM CEO Mary Barra talked about the company’s future at the Global Business Conference on Oct. 1.



2015 Buick Regal

BIG THREE SEE DOUBLE-DIGIT GAINS

It was a strong month for Detroit’s automakers in September, with many brands enjoying the best sales numbers in years. Some even posted the best numbers ever for that month.

Ford led the way with a reported overall sales improvement of 23 percent compared to the same time last year. According to Ford spokesman Erich Merkle, this was the best September enjoyed by the company since 2004.

The company sold a total of 221,599 vehicles, Merkle said. Retail sales increases were broad-based with passenger car sales up 15 percent, SUVs up 23 percent and trucks up 29 percent.

“Our Ford and Lincoln dealers had an outstanding month, delivering strong sales, with gains in cars, SUVs and trucks in September,” said Mark LaNeve, Ford vice president, U.S. Marketing, Sales and Service. “Sales of EcoBoost-

equipped vehicles also were strong, driving us to an annual record for EcoBoost sales with three months left in the year.”

F-Series sales of 69,651 trucks posted a 16 percent increase overall, with retail sales increasing 28 percent. This represents the best September sales for F-Series since 2006, with EcoBoost representing 64 percent of F-150 retail sales.

CONTINUED ON PAGE 5

Lear to Open Innovation and Design Center in City of Detroit Next Year

Automotive supplier Lear Corporation is returning to Detroit. The company was founded in the city in 1917 under the name American Metal Product and was a manufacturer of tubular, welded and stamped assemblies for the automotive and aircraft industries.

In the century since the company’s founding, it moved its headquarters to Southfield. But on Sept. 28, Lear announced the company has purchased the historic 119 State Street building in Detroit’s Capitol Park from Bedrock Real Estate Services.

Lear is going to create an innovation and design center unlike anything the downtown area has ever seen, said Lear spokesman Mel Stephens.

The company plans to turn the six-story, 35,000 square foot building at the corner of State and Shelby Streets into a hub for art, creativity, automotive advanced concept development and hands-on learning for Detroit college students.

“We will use the new development center to develop new products and to develop new

ways to make these products,” Stephens said.

The building, which dates back to 1887 and originally housed Brown Brothers Cigar Manufacturers, will soon be home to programs and facilities for automotive innovation, a non-automotive new business incubator, a think tank, creative design studio, an art gallery, Lear executive satellite offices, conference and meeting space and a rooftop garden. Construction is expected to begin soon; the project is slated for completion sometime next year.

“We are very excited to be opening a new Innovation and Design Center in downtown Detroit,” said Matt Simoncini, president and CEO of Lear Corporation. “We plan to leverage the rapidly developing infrastructure in the Central Business District as well as the concentration of arts, science, and technology assets in the Capitol Park area to take our Seating and Electrical businesses to the next level. We will be collaborating with students and faculty from two nearby world-class, creative learning organizations – the College for

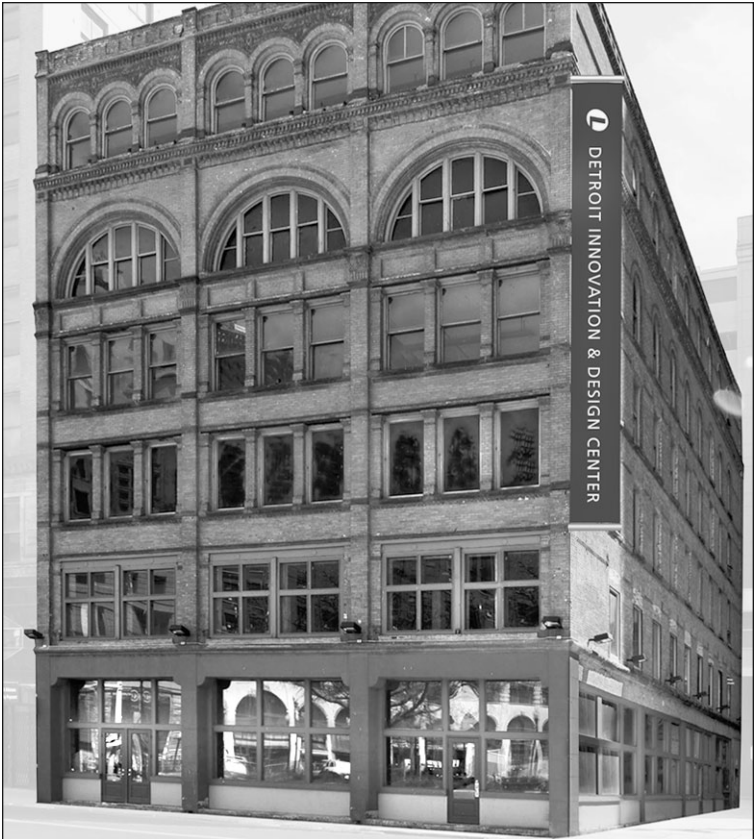
Creative Studies (CCS) and Wayne State University College of Engineering (WSU).

“We will be working with CCS to capitalize on our unique fabric, leather and sewing expertise to produce the next generation of car seating and vehicle interiors as well as select non-automotive applications. We will also be working with WSU to expand our industry-leading electrical distribution systems and capabilities including connected car and alternative energy vehicle applications.”

The deal marks Bedrock’s first building sale, said company spokeswoman Robin Schwartz. Since 2011, the real estate firm and its affiliates have invested more than \$1.8 billion in acquiring, renovating and developing 80+ properties in downtown Detroit. Bedrock owns seven buildings and a surface lot in Capitol Park, a block-long triangular neighborhood bounded by Shelby, Griswold and State Streets.

Stephens said the deal with Bedrock has been in the works for about a year.

CONTINUED ON PAGE 8



Lear Corp. has purchased this building in Detroit and will refurbish it.

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Holiday Show Coming Soon

The 17th annual Warren Holiday Craft & Vendor Show is set for Saturday, Nov. 14, from 9 a.m. to 4 p.m.

It will be held at the Warren Community Center located at 5460 Arden, south of 14 Mile Road and West of Mound.

For those who wish to participate, tables are \$30 each. Electricity is an extra \$10.

To learn more about the show and how to sign up, call 586-757-7480.

GM Technology Is Connecting Vehicles and Smartphones

CONTINUED FROM PAGE 1

“Providing Android Auto and Apple CarPlay compatibility ushers in a new era of staying connected in a convenient manner,” said Duncan Aldred, U.S. vice president, Buick and GMC.

Each system builds off select features smartphone users rely on most. Android Auto is built around Google Maps, Google Now and the ability to talk to Google, as well as a growing audio and messaging app ecosystem that includes WhatsApp, Google Play Music, Spotify, and podcast players. A full list of supported apps is available at Android.com/auto.

Many system features can be controlled by voice commands through a button on the steering wheel, helping drivers keep their eyes on the road and hands on the wheel.

Connectivity has become a central component of GMC’s interior technology features, Aldred said. Just last year, many GMC vehicles also began offering available OnStar 4G LTE connectivity and a built-in Wi-Fi hotspot. The connection allows occupants to connect up to seven personal devices.

This new compatibility stands to make connectivity even stronger. Specific market availability for Android Auto can be found here. Current Apple CarPlay markets can be found here.

Using either application is simple in a compatible 2016 GMC Canyon, Sierra or Yukon. A “Projection” icon on the IntelliLink screen is visible when a phone is not connected, and then changes to indicate either CarPlay or Android Auto (whichever is applicable) when a compatible phone is connected via USB. Android Auto requires a phone running the Android Lollipop 5.0 operating system or above, while Apple CarPlay requires an iPhone 5 or later.

Compatible apps need to be downloaded to a phone before using. Vehicle user interfaces are products of Apple (for CarPlay) and Google (for Android Auto) and their user terms and privacy statements apply. Each requires a compatible smartphone and data plan rates apply.

Barra Sees GM Evolving into Mobility Company

CONTINUED FROM PAGE 1

“But we really have to make sure that the tech works and works safely. Not every problem can be thought of in a laboratory. We need real world information and this Volt program is one way we can get it.”

The main speakers at the conference were GM CEO Mary Barra and Mark Reuss, GM executive vice president of Global Product Development, Global Purchasing and Supply Chain.

They talked about technology and the role it will play in GM’s future.

“The convergence of rapidly improving technology and changing consumer preferences is creating an inflection point for the transportation industry not seen in decades,” said Barra. “Some might find this massive change to be daunting, but we look at it and see the opportunity to be a disruptor. We believe our decades of leadership in vehicle connectivity is fundamental to our quest to redefine the future of personal mobility.”

Barra also said that GM also plans to strengthen its core business through global growth initiatives and an aggressive product launch cadence, while continuing to focus on driving cost efficiencies. As a result, the company expects to increase its earnings per share and generate significant shareholder value.

Besides the autonomous vehicle deployment revelation, GM also announced:

- Car Sharing – GM also announced two new car- and ride-sharing projects, one in New York City operating today and one to come in first quarter next year in another U.S. city. Each project will further expand the company’s participation in alternate transportation models, which the company anticipates will generate additional revenue and profits. These will amplify the company’s recent car-sharing projects to test hardware and software systems and gain insights into car-sharing user experiences. For example, one of GM’s first mobility partnerships was with Google early last year, where it tested a commuter ride-sharing service using Chevrolet Spark EVs. Using an app, drivers and riders were matched based on trip patterns and schedules. The project demonstrated value and potential in creating automotive transportation services, leading to other initiatives like its New York City program announced today.

In Europe the company’s Opel brand has also recently deployed a peer-to-peer sharing service called CarUnity, which incorporates dealers and their fleets to provide an array of available vehicles for sharing. In China earlier this year a fleet of EN-V 2.0 electric concept vehicles went into service at Jiao Tong University in Shanghai as part of a multi-modal campus transportation system alongside bicycles, cars and shuttle buses.

- eBike Concept – GM unveiled an electric bike, or eBike, concept during the conference, demonstrating the company’s evolving view of “mobility” in an ever-changing, increasingly urban world. Designed and engi-

neered at GM’s engineering and development center in Oshawa, Ontario, the eBike concept was designed to help people stay mobile in an increasingly difficult-to-navigate urban landscape.

- Fuel Cell Propulsion – Another technology helping GM set the pace in achieving zero emissions is fuel cell propulsion. GM has been working to advance hydrogen fuel cells for a decade, launching its first fuel cell electric vehicle in 2007. In collaboration with Honda, it is developing a next-generation hydrogen fuel cell stack and hydrogen storage systems. GM confirmed its plans to jointly develop a commercially viable fuel cell vehicle with Honda in the 2020 timeframe. Because the technology can also provide promising financial rewards, GM indicated it is pursuing non-automotive fuel cell applications for the aerospace and military industries.

- Mixed Materials – GM is intensely focused on reducing weight in every vehicle it develops, since lighter vehicles are better able to meet increasingly stringent global CO2 standards and offer consumer benefits including efficiency and enhanced performance. The company is using an array of materials, including various grades of steel, aluminum and composites, to help make vehicles stronger, safer, more fuel efficient and fun to drive. Engineers are using a mix of materials more cost effectively than ever across all GM brands and making them accessible to customers at various price points. The 2016 Chevrolet Malibu, for example, incorporates 11 different materials and, as a result, is nearly 300 pounds lighter than its predecessor while the next-generation Camaro is almost 400 pounds lighter than the current model.

- Exclusive Mixed-Metal Manufacturing Techniques – GM’s R&D team has invented another patented, industry-first welding technology to allow the use of more lightweight metal on future vehicles. This resistance spot-welding process enables the welding of aluminum to steel, which helps make vehicles lighter and more structurally robust. The process will be adopted at the Detroit-Hamtramck

plant on the Cadillac CT6 in the first half of 2016.

Barra and Reuss also stated that GM expects to grow its business over the next five years through key initiatives including a \$5 billion investment in an all-new Chevrolet growth market vehicle family; maintaining a strong market position in China by enhancing its presence in SUV and luxury segments; expanding Cadillac’s vehicle portfolio into growing luxury segments; continuing the growth of GM Financial through the expansion of services globally, and expanding after-sales and OnStar revenue opportunities globally.

In the same timeframe, they said GM plans to introduce a large number of all-new or refreshed vehicles globally. In 2015,

about 26 percent of GM’s global sales volume has come from vehicles new or refreshed within the previous 18 months. This percentage is projected to be 39 percent in 2016, 40 percent in 2017, 31 percent in 2018, and reach 40 percent in 2019 and 2020.

As a part of this effort, GM is also accelerating its efforts to drive further cost efficiencies across the value chain, with a focus on enhancing overall value for its customers. The company said it expects to generate benefits of approximately \$5.5 billion in purchasing, manufacturing and administration expense between 2015 and 2018, more than offsetting increased investments in brand development and technology.

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Digital System Drives Steering In Chevy, GMC HD Trucks

Talk about reinventing the (steering) wheel. Chevrolet has developed a new digital steering system for drivers of heavy duty trucks.

Chevrolet Silverado HD trucks, beginning in model year 2016, will have New Digital Steering Assist power steering on some double cab and crew cab models.

This, said GM spokesman Brian Goebel, helps make hauling and trailering easier and more confident, with electronic controls that enhance road holding and stability on the highway – particularly on crowned roads – regardless of whether the truck is loaded. It also offers greater responsiveness and an improved steering feel. Digital Steering Assist is not available on Work Truck models or regular cab.

In the old days, Goebel said, all power steering systems were based on hydraulic technology. But over time, electronic power steering was developed and became the predominate technology. But there was a major expectation.

It was heavy-duty trucks, Goebel said. The vehicles' weight meant that electronic power steering wouldn't work well, so they kept using hydraulic power steering tech – until now. The new Digital Steering Assist technology joins hydraulic power steering to improve steering for drivers.

"This digital technology provides variable steering assist," Goebel said. "That allows the system to adjust itself based on the speed of the truck. That makes it easier to turn the steering wheel when the truck is traveling at slower speeds. If you've ever had to turn the steering wheel of a heavy-duty truck while trying to park it, you'll understand just how great this technology is."

The digital technology also helps steer heavy-duty trucks on crowned roads, Goebel said. A

crowned road is higher in the center so water easily runs off to the side of the roads. That means that the left wheel is slightly higher than the right wheel.

This causes a bias that pulls the vehicle to the right, so drivers have to fight this bias by constantly steering slightly to the left. It can get very tiring, Goebel said. So having electronic help fight the bias for the driver is only to the good.

There's also a new Gooseneck/5th Wheel Trailering Prep Package, with a spray-in bedliner, that makes Silverado HD models ready to tow larger trailers right from the factory. It will be available in the first quarter of 2016 for gas and diesel models, and features a frame-mounted hitch platform and tray that accommodates a gooseneck ball hitch or fifth wheel hitch mounting brackets, as well as a cargo bed-mounted trailer harness. A new Gooseneck Completion Kit will also be available from Chevrolet dealers, featuring a 2-5/16-inch ball hitch and two chain tie-downs.

Also, the 2016 Silverado HDs' trailering ratings are aligned with SAE J2807 standards, with maximum available capacities including:

- Maximum 2500HD conventional trailering rating of 14,500 pounds;
- Maximum 2500HD fifth-wheel or gooseneck trailering rating of 18,000 pounds;
- Maximum 3500HD single-rear-wheel conventional trailering rating of 15,000 pounds ;
- Maximum 3500HD single-rear-wheel fifth-wheel or gooseneck trailering rating of 17,500 pounds;
- Maximum 3500HD dual-rear-wheel conventional trailering rating of 20,000 pounds;
- Maximum 3500HD dual-rear-wheel fifth-wheel or gooseneck trailering rating of 23,200 pounds.

Those maximum ratings are

achieved with the available Duramax 6.6L turbo-diesel and Allison 1000 six-speed transmission, a proven powertrain combination with more than 1.5 million sold.

What hasn't changed for the new model year are the core elements that support the Silverado HD's capability with durability, Goebel said.

Special-edition models and equipment packages offer popular options matched with personalized visual distinction, including the Silverado HD Custom for WT models (2500HD only), the Custom Sport Edition offered on LT and LTZ and the Midnight Edition offered on LT. Additionally, the Z71 Off Road package is available on LT and LTZ 4WD models.

Gas and Duramax diesel powertrains are offered across the



Digital steering in new HD Silverados will help drivers with towing.

lineup, including a bi-fuel option that allows the gas engine to run on compressed natural gas. The Duramax has been developed to

operate for at least 200,000 miles on a rough-duty cycle without the need for a major overhaul, Goebels said.

Ford Introducing Adaptive Steering on Edge for 2016

When the 2016 Ford Edge reaches showrooms later this year, Ford Motor Company will introduce an innovative new technology that will redefine the idea of "power steering," said Raj Nair, Ford group vice president, Global Product Development.

Ford's adaptive steering makes it easier for drivers to maneuver a vehicle at low speeds while making the vehicle more "fun" to drive and agile at high speeds, said Ford spokesman William Mattiace. Adaptive steering will be standard on Edge Sport and available on Edge Titanium.

Adaptive steering changes the ratio between the driver's actions at the steering wheel – the number of turns – and how much the front wheels turn, Nair said. In vehicles without the technology, this is a fixed steering ratio. With adaptive steering, the ratio continually changes with vehicle speed, optimizing the steering response in all conditions.

At lower speeds, such as when pulling into a parking space or maneuvering in tight areas, fewer turns of the steering wheel are required, Nair said.

At highway speeds, the system

optimizes steering response, letting the vehicle react more smoothly to each steering input.

The actuator – an electric motor and gearing system – can essentially add to or subtract from a driver's steering inputs, Nair said. The result is a better driving experience at all speeds, regardless of vehicle size or class.

After rolling out on the 2016 Edge, adaptive steering will be available for other Ford and Lincoln vehicles in the future. It is also being introduced in Europe, initially on Ford S-MAX and Galaxy, Mattiace said.

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BorgWarner and GM Engineer All-New Hydraulic Accumulator Valve, Solenoid

by Jim Stickford

In 2011, GM and BorgWarner got together to develop a new stop/start accumulator and multi-segment wet friction plates to help improve mileage of its vehicles.

Four years later, the hard work has paid off. BorgWarner is now supplying its Eco-Launch stop/start accumulator technology and multi-segment wet friction plates for the new 8-speed rear-wheel drive automatic transmission (8L45) from General Motors.

Jeremy Barge, Global Engineering director for Transmissions and Controls at BorgWarner, said the collaboration got its start back in 2011 as a result of the two companies' long history of working together.

"The biggest obstacle we all faced was the fact that the technology we were developing was new to both us and GM," Barge said. "We had to develop the product and the specifications at the same time. Granted the general specifications came first, but understanding the durability and reliability requirements came from testing the products as we were developing them. That's not easy."

To enable the transmission's stop/start functionality, BorgWarner's Eco-Launch hydraulic accumulator and solenoid valve provide rapid, quiet and smooth engagements during engine restarts, Barge said. BorgWarner's advanced friction plate technology reduces drag and enhances shift feel. Improving fuel economy up to 5 percent compared with similar 6-speed automatic transmissions, the 8L45 transmission will debut on the 2016 Cadillac CT6 and will also drive the 2016 Cadillac CTS and ATS.

"BorgWarner's leading transmission technologies deliver seamless shifts and smooth launches with the added benefit of improved fuel economy," said Robin Kendrick, President and General Manager, BorgWarner Transmission Systems. "Collaborating with GM on our latest friction plate solutions and groundbreaking innovations, such as our Eco-Launch stop/start accumulator, puts new technology on the road quickly. We are pleased to support GM in introducing another important transmission technology to the market."

Stop/start systems increase fu-

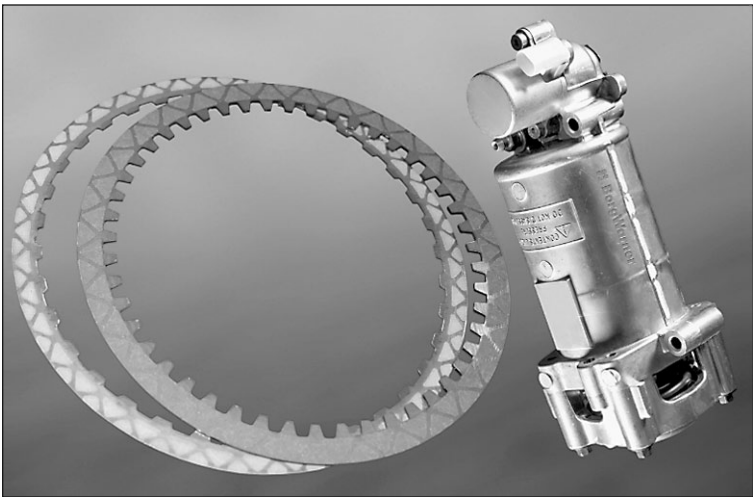
el economy by turning the engine off when the vehicle stops, Barge said. For quick acceleration from the stop mode, BorgWarner's accumulator and Eco-Launch solenoid valve quickly re-prime the transmission in less than 0.3 seconds, the time it takes the driver to switch from the brake to the accelerator.

"From a technological standpoint, achieving that high flowrate when you also need to stop any leakage when the part is not needed was another obstacle we had to overcome," Barge said.

The exceptionally low-noise, high-flow, low-leak solenoid valve opens against large accumulator pressures and stays closed against high line pressures.

Barge said that he and his team were really proud of the fact that their work on these parts led to the winning of an *Automotive News* PACE Innovation Partnership Award for its collaboration with GM as well as a 2014 *Automotive News* PACE Award.

"I mean it's hard not be proud of winning a PACE award," Barge said. "We had a main team of five engineers who spearheaded the work, but, overall, we had an extended team of between 10 and



BorgWarner's wet friction plates, hydraulic accumulators and Eco-Launch solenoid valves go into GM's Hydra-Matic 8L45 transmission.

15 people who worked very hard on these parts."

BorgWarner's multi-segment wet friction plate technology features full-depth grooves cut between segments of proprietary friction material.

The groove patterns and material are engineered for each specific application to optimize the clutch for low drag which improves fuel economy, provides seamless shifts for better performance and delivers durability that exceeds the life of the transmission.

Utilizing advanced processing capabilities and intricate groove designs, BorgWarner's latest fric-

tion plate technology is proving successful under a widening range of operating conditions and offers the same benefits in torque converter applications. This technology was first introduced on GM's Hydra-Matic 8L90 in the 2015 Corvette Stingray and Z06, and will now be featured in the new 8L45 automatic transmission for various platforms.

And, Barge said, the development portion of the work done in Michigan. BorgWarner produces its multi-segment wet friction plates in Bellwood, Illinois, and its accumulator and Eco-Launch solenoid valves in Water Valley, Mississippi. To meet growing demand, BorgWarner is investing in both plants to improve efficiency and expand capacity.

"Anytime you can get an idea into mass production and see that first part roll off the assembly line, it's just a proud moment," Barge said. "We have some people here who already have vehicles these parts in their cars. It's a proud moment to be able to those parts in a vehicle when you open up the hood."



Dan Leopp

Capuchin Benefit Dinner, Afterglow Is Set for Oct. 16

The 43rd annual SOCK (Support Our Capuchin Kitchen) dinner will be held at Cobo Center's Grand Riverview Ballroom, Friday, Oct. 16, from 6 to 9 p.m. This year's dinner will be chaired and hosted by Daniel and Amy Loepp – president and chief executive officer of Blue Cross Blue Shield of Michigan.

"The SOCK dinner is the Capuchin Soup Kitchen's primary annual fundraising event," explains Brother Jerry Smith, Executive Director. "Our ministry depends primarily on the generous donations of our friends and community partners. We receive no government funding. We invite you to join us for this fabulous event, and participate in a special evening that won't soon be forgotten."

Ticket price includes cocktails, dinner, entertainment, silent auction and admission to the Second Helping AfterGlow event, emceed by Fox 2's Roop Raj. Second Helping AfterGlow immediately follows the SOCK dinner and includes dancing, musical entertainment and more, 9:00 p.m. to 12:30 a.m.

Tickets \$250 per person. Call 313-579-2100, ext. 153 or go to www.cskdetroit.org/sock.

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2015 Ford Fiesta



2015 Jeep Compass

Big Three See Double-Digit Sales Growth

CONTINUED FROM PAGE 1

Ford van performance increased 86 percent with sales of 17,994 vehicles. The new Transit, with sales of 10,154 vehicles, drove Ford to its best September commercial van sales since 1987.

Ford brand SUVs achieved the best September results in 12 years, Merkle said, with record September sales for Escape – 28,473, which is up 31 percent. Sales of the all-new Edge and new Explorer increased 10,262 or 33 and 19,005 or 38 percent, respectively.

Overall, Merkle said, Ford retail car sales grew 15 percent, with total Mustang sales of 9,456 cars representing a 199 percent increase – and the best September since 2007.

Lincoln sales totaled 8,680 vehicles, a 20 percent increase. Lincoln saw sales gains in every nameplate in September, including Lincoln MKC and the all-new Lincoln MKX, which increased 16 and 34 percent, respectively, Merkle said.

Fiat Chrysler also boasted strong September sales. The company reported its 66th straight month of year-over-year sales gains and an overall sales improvement of 14 percent over the same time last year. The company sold a total of 193,019 vehicles, said Fiat Chrysler spokesman Berj Alexanian.

The Dodge, Jeep, Ram Truck and Fiat brands each posted year-over-year sales gains in September.

The Jeep brand's 40 percent increase was the largest sales gain of any Fiat Chrysler brand during the month. The company extended its streak of year-over-year sales gains to 66-consecutive months.

"On the back of a strong sales industry we were able to achieve our best September sales in 15 years and our 66th-consecutive month of year-over-year sales growth," said Reid Bigland, head of U.S. Sales.

"Last month's sales strength

was broad based with five FCA vehicles setting September sales records and two others posting their best monthly sales ever."

Of the seven Fiat Chrysler vehicles setting records in September, the Dodge Journey and Jeep Cherokee each logged an all-time sales record last month. Sales of the Journey (10,457) and Cherokee (20,224) were up 45 and 38 percent respectively. In addition, the Chrysler 200, Dodge Challenger (4,552), Jeep Compass (7,179), Jeep Wrangler (17,583) and Ram ProMaster (2,483) each recorded their best September sales ever.

Fiat Chrysler finished September with a 76-day supply of inventory (590,503 units). U.S. industry sales figures for September are internally projected at an estimated 18.4 million units Seasonally Adjusted Annual Rate (SAAR), Alexanian said.

General Motors' reported sales in September, showed retail deliveries up 17 percent and total sales up 12 percent compared to a year ago.

"Staying focused on core values like initial quality, sales and service satisfaction, cost of ownership, dependability and advanced technology is paying off in higher sales and share, stronger transaction prices and lower incentives," said Kurt McNeil, GM's U.S. vice president of Sales Operations. "Unlike our competitors, we did not need to rely on higher incentives to grow our business."

On a retail basis, Chevrolet and GMC pickups were up 24 percent in September and they are up 30 percent calendar year to date, said General Motors spokesman Jim Cain.

GM's share of the entire retail pickup market is estimated to be 39 percent, Cain said.

"The U.S. is adding jobs, disposable income is rising, energy prices and interest rates remain low and business continues to invest, but the fact remains this has been a slow recovery," said Mustafa Mohatarem, GM's chief

economist. "The economy still has room to grow and so do auto sales, particularly now that the Millennials are entering the workforce and starting households."

Chevrolet's retail sales were up 19 percent and the brand has had six consecutive months of year-over-year retail sales and share gains.

Malibu deliveries were up 38 percent, the car's best September performance in 10 years, Cain said. Chevrolet Equinox deliveries were up by a margin 42 percent and Traverse was up 15 percent.

It was also the best September ever for Equinox, Cain said.

Buick Encore sales were up 46 percent and Cadillac SRX sales were up 56 percent, Cain said.

General Motors continues to execute its plan to reduce sales to rental customers, with deliveries down approximately 3,600 units, Cain said.

Deliveries to state and local government agencies were up 9 percent, Cain said. Calendar year to date, commercial deliveries are up 15 percent, government sales are up 4 percent and rental deliveries are down 14 percent.

Overall, General Motors' total fleet deliveries are down by a margin of 5 percent.

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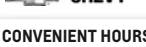
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Chevy Gets Medium-Duty Trucks Back with Navistar Deal

General Motors Co. and Navistar have reached a long-term agreement to develop and assemble future medium-duty, conventional cab Class 4/5 commercial vehicles, allowing Navistar to strengthen its product lineup and GM to expand its Chevrolet commercial truck portfolio.

“Bringing medium-duty conventional cab trucks back into the portfolio strengthens Chevrolet’s

commitment to providing commercial customers with more choices and one-stop shopping for a versatile lineup of trucks, vans and crossovers,” said Ed Peper, U.S. vice president of GM Fleet and Commercial sales.

The future trucks will be jointly developed using Navistar’s expertise in rolling chassis configurations and manufacturing capabilities, and GM’s commercial

components and engines, said GM spokesman Robert Wheeler. The vehicles are slated for production in 2018 and will be manufactured at Navistar’s facility in Springfield, Ohio.

According to Navistar, it plans to add 300 jobs and invest more than \$12 million in facility upgrades and state-of-the-art equipment to produce the new vehicles.

“Our collaboration with GM is

another example of our customer-centric, open integration approach – providing our customers with the best technologies available,” said Bill Kozek, president, Truck and Parts, Navistar. “By working with an industry-leading partner like GM, we’ll be able to enhance our medium-duty product portfolio and leverage our scale and expertise in manufacturing medium-duty trucks.”

Navistar International Corporation, Wheeler said, is a holding company whose subsidiaries and affiliates produce International brand commercial and military trucks, proprietary diesel engines, and IC Bus brand school and commercial buses. An affiliate also provides truck and diesel engine service parts. Another affiliate offers financing services.

Ford and St. Petersburg Polytechnic Finish 3-Year Connectivity Project

A recent three-year effort by Ford Motor Company lived up to its premise – using technology to connect people.

Ford and St. Petersburg State Polytechnic University have reached the final phase of a large-scale research project aimed at enhancing vehicle communication technology. As a result of the work that leverages university telematics expertise in space robot communications, Ford has filed several patents on technologies that can serve to advance connected cars of the future.

The primary goal of the three-year joint project was the development of robust communication technology to connect drivers and service providers with information and services on the cloud, said Ford spokesman Alan Hall. The key problem Ford set out to address was maintaining reliable communication between vehicles and the cloud in conditions where there was wireless network overload or poor con

“The challenge of creating a robust wireless communications network is shared between the space and automotive industries,” said Oleg Gusikhin, technical leader, Advanced Connected Services, Ford Research & Advanced Engineering. “These first results are very promising in terms of offering more reliable communications technology for the future of connected vehicles.”

Data was collected and transmitted from moving vehicles, which featured a variety of capabilities for a connection to the cloud – cellular, Wi-Fi, and communication with other vehicles and the infrastructure, Hall said. The team created an intelligent

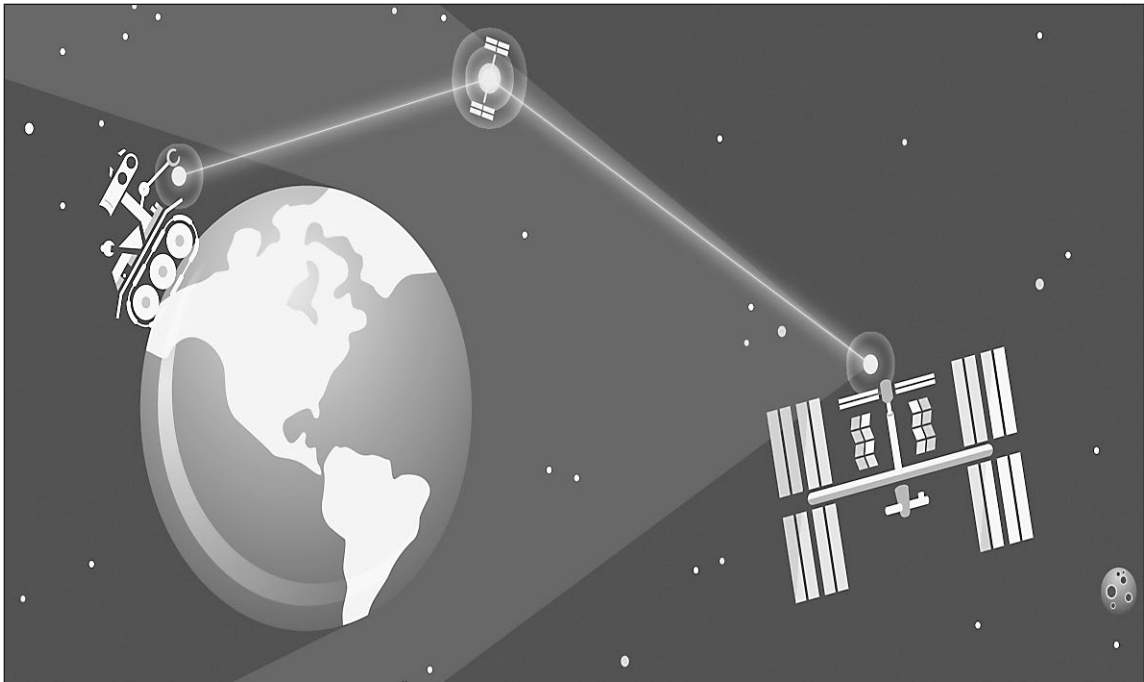
connectivity manager that uses software and algorithms to select from available connections the option best suited to transmit data to the cloud, with each vehicle given the opportunity to assess the quality of communication channels and to transmit data.

The researchers developed a small-scale connectivity coverage map that keeps the features of the landscape, while incorporating data on fixed and mobile wireless access points, the quality of service of the available communication channels as well as traffic conditions, Hall said.

Specifically, the team looked at sharing critical information regarding a road emergency with drivers in an area that has poor connectivity. In this scenario, a car entering a tunnel encounters black ice and needs to send a signal noting the slippery conditions for other vehicles. There’s no cellular reception, and Wi-Fi is not an option because there’s no hot spot, but another car leaving the tunnel in the opposite direction has both vehicle-to-vehicle and a cellular connection.

The intelligent connectivity manager selects the second car’s vehicle-to-vehicle channel to deliver information gathered from the first car to the cloud so that it can then transmit a warning to other drivers of the dangerous conditions at the tunnel entrance, Hall said. If no other cars are around, the connectivity manager would postpone sending the message until the first car leaves the tunnel and a cellular network becomes available.

In nonemergency situations, the connectivity manager can check the coverage map to determine



Testing in space is helping Ford advance its connected car technology.

the best point for service delivery. So if a vehicle is traveling in a remote area and a software update is sent out, the update would be delivered over the air when the connection is stronger.

In the future, Hall said, as information will be collected at the same time from hundreds of vehicles, a universal connectivity map will reflect the current data at all times – acting as a database for im

plementing smart roads and smart city projects. This means that in any given situation, whether moving or parked, the vehicle with the most stable connection – cellular, embedded modem, Wi-Fi, vehicle-to-everything – can be a resource to facilitate a reliable connection to information services, enhancing the connected experience for the entire motoring community.

Vladimir Zaborovsky, who

heads up telematics for St. Petersburg State Polytechnic University, is pleased with the findings of the project. “The developed solutions are of high reliability, scalability and adaptability, and they open broad prospects for application – both in transportation logistics and in space robotics,” he said. “We’re looking forward to further collaborating with our colleagues from Ford.”

VW Appoints Hans Dieter Poetsch CEO in Wake of Diesel Scandal

FRANKFURT, Germany (AP) – Volkswagen has confirmed chief financial officer Hans Dieter Poetsch will become board chairman as the automaker faces a scandal over cars that were equipped to cheat on U.S. government emissions tests.

Poetsch, 64, has been the company’s CFO since 2003. The company said he would be appointed to the board and then elected chairman.

The board said in a statement Oct. 1 that it was postponing a special shareholders’ meeting slated for Nov. 9. It said that an investigation into the firm’s conduct carried out by law firm Jones Day will take “at least several months” and would not be completed for the meeting.

That meant the company would not be ready to provide “well-founded” answers to shareholders’ questions.

The decisions were made during seven hours of “intense discussions” at a board meeting on Sept 30, the statement said.

Volkswagen also named the members of a five-member board committee that is to monitor the progress of the investigation into how cars were equipped with software that turned on emission controls during official testing but turned them off them during ordinary driving.

The committee will be headed

by the current acting board chairman, Berthold Huber. Huber is the former head of the IG Metall industrial workers’ union.

Meanwhile, prosecutors in Braunschweig issued a statement seeking to clarify their investigation into what possible role former Volkswagen CEO Martin Winterkorn played in the scandal.

About a dozen criminal complaints have been filed by citizens, and one by VW itself, as allowed under German law. Based upon those complaints the prosecutors said Sept. 28 they had opened an investigation.

They said it would concentrate on the suspicion of fraud committed through the sale of vehicles with manipulated emissions data, and aimed to determine who was responsible.

On Oct. 1, however, they said there had been a “misunderstanding” by some and said they did not currently have any evidence against Winterkorn, but that he had been named in the investigation as the head of Volkswagen.

They said their initial release mistakenly said it was an “investigation against Prof. Dr. Winterkorn.”

“The goal of the investigation is in particular to clarify responsibility,” the prosecutors’ office said.

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Federal Gov't Slams BMW for Failing To Fix Mini Side Impact Problems

DETROIT (AP) – BMW may be the next automaker in the sights of U.S. safety regulators.

The National Highway Traffic Safety Administration says it's investigating the company's Mini brand because it may have been slow to fix cars that didn't pass federal crash tests.

At issue are just over 30,000 Mini Cooper and Cooper S models from model years 2014 and 2015, plus the John Cooper Works from 2015.

The agency said in paperwork posted on its website Sept. 28 that government crash tests found that a 2014 Mini Two-Door Hardtop Cooper didn't adequately protect a female dummy in side-impact crash tests done in October of last year.

Two months later, BMW agreed to a recall and later said it would do a "service campaign" to add padding to the rear side

panels of 2015 Two-Door Hardtop Cooper models.

But the campaign was never done, and BMW never told NHTSA that it wasn't, according to the documents.

Then, in July 2015, NHTSA tested a 2015 Cooper S, which also failed the side impact crash tests, and BMW agreed to recall the 2014 and 2015 Cooper S and Two-Door Hardtop and 2015 John Cooper Works models.

The agency said it's concerned that BMW knew or should have known about side crash problems and should have taken action sooner. "It appears from a review of NHTSA's databases that BMW may have failed to submit recall communications to NHTSA in a timely manner," the documents said.

Messages were left Sept. 28 seeking comment from Mini and BMW spokesmen.

VW Diesel Scandal Leads to Cutback At Its Salzgitter Engine Plant

BERLIN (AP) – A Volkswagen engine factory said Sept. 30 it has dropped one shift a week and the company's financial services division imposed a temporary hiring freeze as the world's largest automaker grapples with an emissions-rigging scandal.

The extent of the fallout from the scandal, which erupted Sept. 18 when the U.S. Environmental Protection Agency said VW had cheated on tests of its diesel cars, remains unclear as do the costs to Volkswagen. Longtime CEO Martin Winterkorn quit last week, but said he was aware of no wrongdoing on his part.

In Germany, Stella Pechmann, a spokeswoman for the engine plant in the city of Salzgitter, con-

firmed a report Sept. 30 in the Wolfsburg Allgemeine Zeitung daily that a "special shift" is being cut as a precaution because of the current situation. The shift had previously been added to deal with high demand.

Separately, the Volkswagen Financial Services division is freezing new hiring until the end of the year, though spokesman Stefan Voges told news agency dpa that existing hiring agreements are unaffected.

The scandal has raised concerns that the reputation of German automakers and engineering as a whole could be tarnished, though Finance Minister Wolfgang Schäuble said he doesn't see the affair damaging Germany as a business location.

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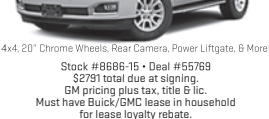
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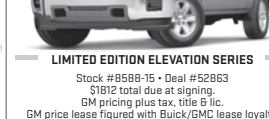
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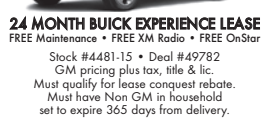
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Lear to Open New Innovation Center Downtown Detroit

CONTINUED FROM PAGE 1

"The sale of 119 State Street provides Lear with a prime location to launch this cool, unique initiative where brilliant ideas will be developed, nurtured and brought to life," said Dan Gilbert, founding partner of Bedrock Real Estate Services. "We are thrilled to play a role in making this groundbreaking project a reality, whether we are developing properties ourselves or holding buildings in inventory until we deliver them to a great owner with an effective and unique vision. Lear's new Innovation and Design Center fits perfectly in the up-and-coming Capitol Park district and with our overall vision for downtown Detroit."

"Detroit is returning to its roots as a leader in manufacturing innovation," said Mayor Mike Duggan. "Lear's decision to locate this new hub in Capitol Park is another in a series of recent similar investments in our city and yet another example of Lear's strong commitment to Detroit."

Capitol Park is rapidly becoming a center for art, restaurants, shops, galleries and residential lofts within walking distance of the future M-1 RAIL connecting Midtown and downtown, Stephens said.

Lear has just taken possession of the building, so they haven't determined just what work has to be done to bring it up to company standards.

Stephens did say that traditional development centers are spread out more horizontally than vertically, but that the building will be fitted to meet the needs of its staff.

"We will be have the building ready sometime next year," Stephens said. "Once work is completed we will move some people from places like Southfield, but we'll also hire some new people as well. Hopefully efforts like this and the recent announcement that Amazon is opening office in Detroit will help keep young people here. Or bring back people who grew up in metro Detroit and moved away. It's time to bring them back."

GM Foundation Helps Flint Clean Up Water System

The General Motors Foundation is donating \$50,000 to the United Way of Genesee County to purchase water filters for residents in the city of Flint.

The donation is part of an initiative by the United Way to fund the distribution of filters that are capable of removing contaminants from water Flint residents use for drinking and cooking, said GM spokesman Tom Wickham.

"Giving back to our communities is more than investing in our facilities; it involves helping to improve the quality of life for those who live in our plant cities," said Cathy Clegg, GM North American Manufacturing and Labor Relations vice president. "The United Way is a long-time GM partner and is well positioned in the Flint area to help the residents most in need."

The donation comes as individuals, community groups and government agencies are banding together to provide Flint residents access to clean water.

Cindy Estrada, UAW v.p. and director of the union's GM Department, worked with Clegg to get the \$50,000 grant from the GM Foundation.

The UAW was also involved in efforts to get bottled water into the community.