

## Sales Increasing Incrementally

# Cadillac Transaction Prices Are Beating Audi, BMW – Second Only to Mercedes

With substantial gains in its top three markets, Cadillac global sales increased 10 percent in September to 25,493 units.

U.S. sales rose 7.8 percent, while increases in China and Canada were 14.7 percent and 34.6 percent, respectively.

"Following a disciplined strategy led by increasing product substance, stronger transaction prices and lower incentives, we have a stronger foundation for growth," said Cadillac President Johan de Nysschen.

Cadillac's ATS sport sedan and coupe models increased 43 percent in September, and 31 percent year to date.

Strong demand continues in China for the long-wheelbase ATS-L model while U.S. customers received initial deliveries of the high-performance V-Series.

The SRX luxury crossover continues to be in strong demand, especially in the U.S., driving an increase of 30 percent in September.

Total Cadillac sales globally are up 3.2 percent for the year to date.

According to GM sales figures, the September sales of the ATS

were 5,663 compared to 3,959 a year earlier. That represents a 43 percent increase.

The news is also good for the SRX. That model saw a 30.2 percent sales increase September over September – 9,552 versus 6,762.

Not all the sales news was good. Some models saw declines September. The CTS went from 2,494 in 2014 to 1,644 in 2015, a drop of 34 percent. The Escalade went from 4,082 to 3,306, a drop of 19 percent.

The United States and Canada are still Cadillac's strongest market. Overall sales this year in the

U.S. are 125,688 a slight decline of 1.7 percent compared to this time in 2014. Canada's sales are 8,932 up 12.4 percent from the 7,774 sold during the same period in 2014.

Sales in China have also improved – 56,873 in 2015 versus 50,606 in 2014. That's an improvement of 12.4 percent.

Sales in Europe and Russia are still relatively small. Cadillac has sold 1,056 by the end of September in 2015. That's compared to 1,228 during the same time in 2014.

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2016 Cadillac SRX

# NADA Fights for Consumer Loan Options

by Jim Stickford

The road to Hell is paved with good intentions, and Washington, D.C., is a city filled with good intentions, and that can be a problem for the people that regulations are supposed to help.

That was the message of National Automobile Dealers Association (NADA) chairman Bill Fox's speech that was given at the Detroit Athletic Club before the Automotive Press Association (APA) on Oct. 7.

Fox is a multi-franchise new-car dealer in upstate New York, and said as a dealer, he's seen how choice can benefit dealers and their customers.

"Let me be clear about something," Fox said. "NADA and its members appreciate the good intentions of Washington. Higher fuel economy standards to preserve the environment; legislation to increase the recall completion rate to 100 percent; rules

to make sure vehicle financing is fair for everyone.

"But instead of laying down blacktop with the help of those who actually work the pavement every day, regulators are side-stepping those who know the business best."

Fox said that consumers are especially hurt when regulators focus on issues of financing.

Rules that prevent consumers from being able to negotiate finance interest rates hurt the public.

"As a matter of principle, consumers have the right to negotiate," Fox said. "They always have the right to seek a better deal. And they should always have the right to choose the loan that's best for them. Unfortunately, Washington is paving a road that might not necessarily lead to Hell, but it definitely leads over a cliff.

"Actions in Washington are taking away our customers' right to benefit from the dealer franchise

system—especially rules governing dealer-assisted financing. When you're paying \$30,000 for a car, you should have every possible financial advantage. These advantages – driven by fierce competition – make up the foundation of the retail automotive market."

But, Fox said, the federal Consumer Financial Protection Bureau (CFPB) is pressuring lending sources to adopt an inflexible flat-fee system. This is on top of current CFPB enforcement actions that already reduce the amount a dealer can discount rates.

"In some cases by 50 percent," Fox said. "The CFPB's approach will destroy competition, constrain a dealer's ability to offer rate discounts and lead to higher interest rates. How does that benefit you if you go to the nearest Chevy dealer here in Detroit and you're looking for competitive financing? Or if you're look-

## Old Packard Plant Tour Is Oct. 24

DETROIT (AP) – Visitors will get up-close looks at the rusted steel beams, concrete walls, and factory floors in Detroit where Packard luxury cars were assembled.

The *Detroit Free Press* reported Oct. 7 that 60 people have bought tickets for Oct. 24 guided tours through the old Packard auto factory complex on the city's east side.

Tickets cost about \$41 each. The money will go to the Detroit Area Art Deco Society nonprofit.

Peruvian developer Fernando Palazuelo bought the 40-acre site in 2013 at a tax foreclosure auction. He plans to redevelop it.



A "Chew Crew" goat works with youth to destroy invasive plants.

# FCA - UAW PUSH ON

DETROIT (AP) – The United Auto Workers union unveiled a richer proposed contract with Fiat Chrysler on Oct. 9, a week after angry union members voted down a previous agreement.

The new agreement would gradually eliminate a much-maligned tiered pay system and bring all U.S. factory workers to the same wage over eight years. The previous agreement had only promised a top wage of \$25 per hour for lower-tiered workers, which is less than the \$29 per hour that longtime workers would make.

About 45 percent of FCA's U.S. hourly workers are newer hires who now make wages as low as \$15.78 per hour. The union said the typical lower-tier worker will see gains of \$44,000 in wages and bonuses over the life of the four-year contract, up from \$25,000 in the previous agreement.

Like the previous agreement, the new contract also promises the first raises in nine years for the highest-paid workers.

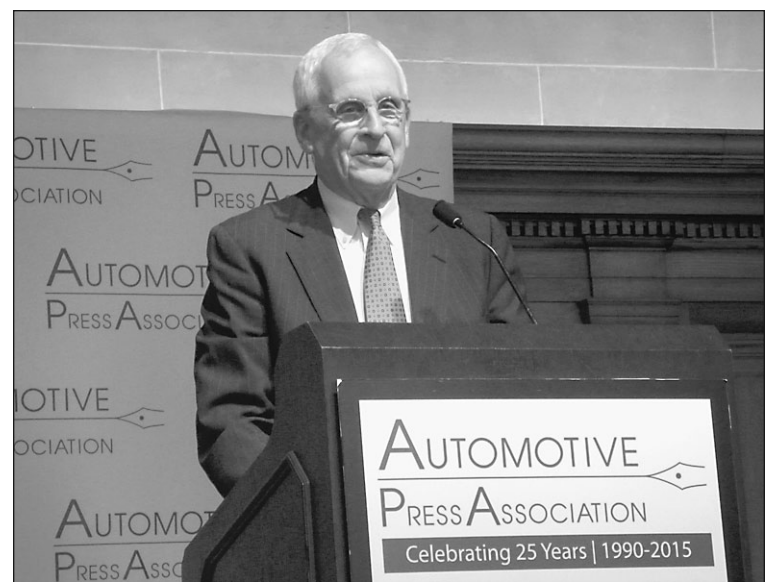
Top-tier workers will get a \$4,000 bonus if the agreement is ratified; lower-tier workers will

get \$3,000. The previous contract promised \$3,000 bonuses for all workers.

The new agreement calls for a \$5.3 billion investment in U.S. plants, as the previous agreement did, but this time the UAW spelled out which plants would get that investment in a summary given to workers. The union also emphasized that members' health care benefits won't change under this agreement, something it failed to do in the previous summary.

The deal rejected last week included pay raises, the potential for increased profit sharing and a \$3,000 signing bonus. FCA workers haven't gone on strike since 2007, and such a move would have been expensive for the company. A weeklong strike could have cost as much as \$1.7 billion in revenue and \$35 million in net income, according to Sean McAlinden, chief economist for the Michigan-based Center for Automotive Research.

Union members will now vote on the new agreement, which covers around 40,000 workers at 23 U.S. plants.



NADA chairman Bill Fox speaking in Detroit.

ing for a better rate than you got from your bank or your credit union?"

And there is Blumenthal Amendment, Fox said. It was attached to a federal spending bill but didn't get out of committee

before Congress adjourned this summer. The amendment would prevent car dealers from selling vehicles under recall that haven't been fixed yet.

CONTINUED ON PAGE 4

# Ford Helps Colleges Clean Up Across the Country, Globally

Twelve years ago Brian Fountaine was a tank commander on patrol in Iraq when two bombs exploded under his Humvee, taking both of his legs and nearly killing him.

Today, Brian is a design student at Northeastern University using 3D printing technology to develop high-quality, less-expensive prosthetic limbs for veterans and other amputees, said Ford spokesman Todd Nissen.

The work of Brian and his team is one of 10 student-led sustainability projects awarded a

2015 Ford College Community Challenge (Ford C3) grant from Ford Motor Company Fund, Nissen said. Ford C3 recognizes colleges and universities for utilizing school resources and student participation to address an urgent community need under the theme: Building Sustainable Communities.

Ford C3 winners are required to present proposals for sustainable projects with significant student input, involvement and

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## Detroit Auto Scene

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## Ford Funds Aids Environmental College Efforts

CONTINUED FROM PAGE 1

leadership. Water conservation, renewable energy, urban gardening, recycling and mobility are among the proposals submitted by these creative teams of students. Each of the winning projects will receive a \$25,000 grant to support their project.

“Innovation and sustainability are two essential elements that will help strengthen communities and improve the quality of life for the people who call them home,” said Mike Schmidt, director of Education and Community Development, Ford Motor Company Fund. “Education is how we open the door to a better world and inspire a new generation of engineers and entrepreneurs to lead us into a successful future.”

The Ford C3 grants are part of more than \$1.7 million in new and ongoing global educational investments by Ford Fund, which contributes more than \$8 million annually in scholarships, grants and other initiatives, Schmidt said. Ford Fund is the philanthropic arm of Ford Motor Company.

Campus Compact, a national higher education association dedicated to campus-based civic engagement, again partnered with Ford Fund in the U.S. to inform some 600 schools about this year’s grant program.

Here are some of the 2015 Winning U.S.-Based Projects:

- Northeastern University – Boston: Designing for Mobility of Veteran Amputees. This project utilizes 3D printing technology to develop prosthetic limbs for veterans and others.

- Wayne State University - Detroit: Ford Warrior STEAM Saturday Challenge. Detroit K-12 students and their families will participate in the Warrior STEAM – Science, Technology, Engineering, Arts and Math – Challenge. Participants will use STEAM skills to solve community-based problems or create a finished product to help the community.

- University of Georgia – Athens, Ga: Hands and Hooves for a More Sustainable Community. Building on their 2014 Ford C3 award-winning project, the Chew Crew will complete a mobile shelter/outdoor classroom and restore two landscapes using goats to eat invasive plant species.

To view this year’s winning U.S. projects and get more information please visit: [www.ford-scholars.org/contests/ford-c3](http://www.ford-scholars.org/contests/ford-c3).



Michael Manley



Reid Bigland



Timothy Kuniskis

## Kuniskis Joins Manley, Bigland on Fiat Chrysler GEC; Stoicevich Will Head Fleet and Small Business Sales

Fiat Chrysler made some major leadership moves on Oct. 5 in support of changes at the Fiat Chrysler Automobiles N.V. (FCA) Group Executive Council (GEC) level. The moves were made to ensure proper representation of all of FCA’s major brands on the GEC, the highest management level decision making body within the FCA organization, said Fiat Chrysler spokesman Gualberto Ranieri.

Mike Manley was appointed head of Ram Brand. Manley will retain his current GEC responsibilities as APAC (Asian and Pacific Countries) chief operating officer and head of Jeep Brand.

Reid Bigland was appointed Head of NAFTA Fleet. Bigland will continue his current GEC responsibility for NAFTA Sales & Alfa Romeo.

Timothy Kuniskis became a member of the GEC and assumes responsibility for NAFTA Passenger Car Brands, consisting of Dodge and SRT, Chrysler and FIAT.

In addition, Ranieri said, the following appointments were made to the North American leadership team.

Robert Hegbloom continues as head of Ram Brand for North America, now reporting to Manley.

Alistair (Al) Gardner continues in his role as head of Network Development for North America, reporting to Sergio Marchionne, CEO, Fiat Chrysler – North America.

Jason Stoicevich was appointed head of Fleet Operations and Small Business Sales for the U.S., reporting to Bigland. Stoicevich continues in his current responsibility for the California Business Center.

All appointments are effective immediately, Ranieri said. This announcement came shortly after Fiat Chrysler named Ryan Talbott Chief Information Officer for its NAFTA region. In addition, Talbott

will be responsible for Information and Communication Technology (ICT) for the Company’s APAC region, where he oversees the regional team. The appointment is effective immediately.

Talbott replaces Scott Sandschafer who has decided to leave the company to pursue other interests.

“We wish to thank Scott for his leadership and many contributions to the organization and welcome Ryan to his new role,” said Sergio Marchionne.

Talbott joined Fiat Chrysler in 2010 and has held a series of positions in the company’s ICT department. Previously, he was with Accenture where he focused on technology implementation for various clients.

Talbott holds a Bachelor of Business Administration degree from the University of Illinois at Urbana-Champaign.



Jason Stoicevich

## Auburn Chamber Holding Road Rally Event

The Auburn Hills Chamber of Commerce is holding a “Road Rally” on Thursday, Nov. 5, from 5 to 8 p.m.

The event, which allows Chamber members to network in a convivial atmosphere, will be held at Hoops, located at 2705 Lapeer Road in Auburn Hills.

The Rally begins with a meet

and greet at Hoops. The actual Rally, which will take participants around Auburn Hills to let them see their community in a new way starts at 5:30 p.m. This is followed by a reception at 7 p.m. back at Hoops. Tickets are \$25 per person. To learn more about the event and to register, call 248-853-7862.

## Freudenberg-NOK Develops a New Frictionless Seal

Freudenberg-NOK Sealing Technologies of Plymouth has won its first major order for its new generation of automotive seals. The frictionless Levitex seals, a subject of the company’s research for years, will go into an engine for a global platform in 2017. The new seals function with a cushion of air, reducing both fuel consumption and CO2 emissions.

Levitex seals initially will be produced in Europe although the company plans to expand product into North America in the future as customer demand grows.

In any internal combustion engine, seals make sure that oil stays where it belongs: in the engine. As a result, the intersection between the engine and transmission is an important sealing point. There the crankshaft ends with a shaft seal at the crankcase. As essential as the seal is, it produces a substantial amount of friction with every engine rotation, converting valuable torque into heat energy losses. With Levitex, Freudenberg has developed a new generation of mechanical seal that produces almost no friction at all. The resulting CO2 reductions – as high as 1 gram per kilometer driven – are significant.

“At present, no other technology is known that allows the frictionless and secure sealing of the crankshaft,” said Eberhard Bock, the head of strategic product development at Freudenberg. “In view of the ambitious CO2 goals that become effective in 2020, the focus will be on saving every gram. As a result, we are confident that we will succeed in finding other customers for this innovative technology.”

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## Chevy Goes Old School With New Small Block

Every old is new again. That could be said of Chevy's new ZT crate engine. Developed with contemporary technologies, including a high-rpm valvetrain, Chevrolet Performance's new ZZ6 crate engine offers builders a modern twist on the classic Chevy Small Block 350.

It uses updated Fast Burn cylinder heads with beehive-style valve springs inspired by the LS engine family – a feature that enhances high-rpm capability, enabling the new high-performance engine to achieve 405 horsepower and 405 lb-ft of torque, said GM spokesman Robert Wheeler.

That's more power than any factory produced 350 engine ever installed in a Chevrolet production vehicle and it's one of the most powerful 350 Small Block-based crate engines in the nearly 27-year history of the "ZZ" lineup, Wheeler said.

"The new ZZ6 is the ultimate ZZ 350-based crate engine from Chevrolet Performance," said Jim Campbell, GM U.S. vice president of Performance Vehicles and Motorsports.

"After more than six decades, our powertrain engineers continue to refine and update the classic Small Block architecture, adapting new technologies to advance the legacy of the industry's most adaptable V8 engine and giving customers new choices from the company that pioneered the concept of high-performance crate engines."

A pair of high-flow, Fast Burn-style aluminum cylinder heads, with large intake runners and 2.00/1.55-inch valves, enable the ZZ6 to flow big air, while the beehive-style valve springs offer exceptional high-rpm performance and durability for the engine, Campbell said.

The unique, tapered shape of the valve spring allows for the use of a smaller spring retainer, which reduces the reciprocating mass of the valvetrain resulting in better valve dynamics within the engine.

The ZZ6 also uses an aggressive hydraulic roller camshaft,



Chevy's new ZZ6 crate engine.

with .474/.510-inch lift and 208/221-degrees duration, that supports the engine's high-rpm airflow capability, while maintaining excellent low-speed drivability, Wheeler said.

Rounding out the engine's rotating assembly is a forged steel crankshaft and durable, quiet high-silicon aluminum pistons housed in a four-bolt-main cast iron block.

A pair of all-new, aluminum valve covers caps off the new crate engine. These parts give the engine a distinctive, premium appearance, Wheeler said.

Chevrolet Performance offers the ZZ6 crate engine in Turn Key and Base versions, Wheeler said. The Base kit (P/N 19351532) includes a single-plane aluminum intake, distributor, water pump, damper and flexplate, but requires the carburetor and other accessories to be added, Wheeler said.

The Turn Key kit (P/N 19351533) includes the carburetor, an air cleaner that matches the unique valve covers, the starter, distributor, alternator and additional accessories such as the air conditioning compressor and front-end accessory drive system.

Availability as well as additional information for the Turn Key and Base ZZ6 crate engine kits will be announced at the SEMA Chevrolet Press Conference that will be held in Las Vegas on Nov. 3, 2015.

## State Legislators Visit TACOM on Info Tour

by Jim Stickford

Local officials had the chance to see what they do at the U.S. Army's TACOM facility in Warren on Oct. 5.

The base's commanding officer, Maj. Gen. Gwen Bingham, gave a tour of the facility to several Michigan legislators as part of her effort to inform the public about the base and what the Army does there.

"If a soldier wears it, fights with it, drives it, it came through TACOM's Life Cycle Management Command," Bingham said.

She said it was an important part of her job to educate the public about TACOM, its mission and its impact on the local and state economy. And part of that

is showing state legislators just what they do at the site.

State senator Phil Pavlov (R-23th District) said he took the tour to see just what assets Michigan has.

"I had the chance to see the products that are made and developed here," Pavlov said. "You can't understand the value a facility like that has to the state economy unless you see what it does. I also appreciate how they are emphasizing STEM education."

"As chairman of the state senate's education committee, it's important to that we know how to align education with the jobs that already exist."

Michigan representative Derek Miller (D- 28th district) said that

as Warren's representative it was an honor to see the facility now.

"I glow with pride when I come here," Miller said. "I grew up in Warren and being able to invite my colleagues to this facility is a source of pride. The work done is innovative and protects the nation. It also provides 7,500 jobs in and around Warren, Macomb County and southeast Michigan."

For state rep. David Maturen (R-63rd district), the tour of TACOM was a visit home.

"I served in the U.S. Army from 1971 to 1973," Maturen said. "I was stationed at TACOM then. Part of the reason I came was to see if I could recognize anything, but I couldn't because this site has grown and changed so much."

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## NADA Advocates Finance Choice For the Public

CONTINUED FROM PAGE 1

"What's the problem with that?" Fox said. "There are 64 million cars under open recall right now. But the vast majority of them don't require the drastic step of grounding the vehicle. In fact, the National Highway Traffic Safety Administration – and manufacturers – only include stop-drive orders on 6 percent of the recalls they issue. The majority of open recalls are for minor issues – like a phone number misprint in the owner's manual. But if the Blumenthal amendment were to become law, every single one of those cars with an open recall would be grounded."

And for how long, Fox said. Maybe indefinitely – if it's a situation where parts aren't available.

So, what would happen in the meantime? That would devastate an individual customer's trade-in value, and it would wreak havoc on the entire used-car market.

"If it's harder for a consumer to trade in a used car, are they more or less likely to buy a new, safer car?" Fox said. "And if consumers are forced to turn to the private market to sell a used car, do you think private buyers are more or less likely than dealers to see that an open recall gets completed? The answers are obvious to car dealers. We are making sure policymakers understand these realities before they keep paving a path that harms consumers."

And as to fuel economy, Fox said, there's no doubt that people want more fuel efficient cars, but there has to be a balance between cost and fuel efficiency.

"Improved fuel economy comes at a cost," Fox said. "About an increase of \$3,200 or more to the average price of a car. That's an increase that the new-car buyer will have to pay up-front. The problem is that it takes 7 million Americans out of the new-car market because they won't be able to afford the increase."

"The total cost of the EPA/NHTSA fuel economy rule will be about \$210 billion. That's about twice as much as the auto industry received in government aid during the Great Recession."

Dealers know that, at the end of the day, customers come to us to find a car that suit their lifestyle and budget, Fox said.

"A compact, gas-saving car for a couple in New York City doesn't necessarily work for a family of seven in rural Kansas," Fox said. "Farmers can't haul hay in a Prius."

## KIA, Hyundai Lose \$30M Patent Suit

BALTIMORE (AP) – A Baltimore-based hybrid engine technology company has won \$28.9 million in damages in a patent infringement suit against Hyundai Motor Co. and Kia Motors Corp.

A U.S. District Court jury found Oct. 1 that the automakers knowingly used technology Paice LLC developed. Paice, founded in 1992 by Russian native Alexander Severinsky and co-owned by the Abell Foundation, built a prototype hybrid-powered car but major automakers turned it away, sometimes after years of discussions.

Court documents show the companies plan to ask U.S. District Judge Marvin Garbis to reverse the verdict. The automakers had argued that Paice's patents were invalid.

Toyota settled a Paice lawsuit by agreeing to license the technology. Paice also has a lawsuit pending against Ford Motor Co.

Picture may not reflect actual vehicle. \* The Chrysler Group LLC Employee Advantage Purchase program sale prices and lease payments quoted. Just add tax, title, doc fee and destination charge. \*\* 24, 27, 30, 36 month Chrysler Group LLC employee leases. The amount due on all leases require amount due plus monthly tax, cap cost reduction tax, first payment, title, plate, doc fee and destination charge. Ram lease payments include G.L. loyalty trade assistance cash. Security deposit is waived on all lease payments. Lease payments are 10,000 miles per year. 20 cents per mile thru Ally or 25 cents thru Chrysler Capital for excess mileage. Customer must qualify for 1 or 5 tier credit approval. Payments subject to change due to lower approved credit tier. Banks may require to prove income and residency for credit approval. Customer is responsible for excess wear and tear. Total deferred price is the sum of the purchase price, plus doc fee, plate fee, sales tax, and accrued finance charges over the term of the loan. All rebates and program monies assigned back to dealer. All prices and lease payments are based off Chrysler Group LLC incentives thru the Great Lakes Business Center. Rebates as retail consumer cash, lease cash, lease loyalty, military, trade assist cash, finance bonus cash and all other Great Lakes offers will be applied. The dealer invoice amount is not a net factory price to dealer. Customers may not qualify for all offers. Incentives, discounts or financing offers. See dealer for qualifications and complete details. Exclusive Huvaere new car cash coupon has been applied to all sale and lease payments in this ad. \* If Chrysler Group LLC Employee Advantage 84 month buy at 3.49% A.P.R. with approved credit at tier 1. Vehicle sale prices include Chrysler Capital bonus cash-must finance thru Chrysler Capital. 200s lease payment includes mid-size segment conquest cash. \*Sale prices include lessee loyalty retail bonus cash, customer must qualify.

# VW of America CEO Horn Testifies Before U.S. Congress

WASHINGTON (AP) – Volkswagen’s top U.S. executive offered deep apologies yet sought to distance himself Oct. 8 from the emissions scandal enveloping the world’s largest automaker, asserting top corporate officials had no knowledge of the cheating software installed in 11 million diesel cars.

Though he said he hadn’t been briefed on the preliminary findings of the ongoing internal investigation, Volkswagen of America CEO Michael Horn told a congressional subcommittee that a tiny group of software developers in Germany was responsible for the computer code that enabled the cars to trick U.S. government emissions tests. Three lower-level managers have been suspended.

“To my understanding this was not a corporate decision, this was something individuals did,” Horn said, adding that he felt personally deceived.

That explanation left members of the House panel investigating the scheme incredulous.

“I agree it’s very hard to believe,” Horn conceded.

Rep. Chris Collins, R-N.Y., was among the lawmakers who said he couldn’t accept VW’s characterization that “this was the work of a couple of rogue engineers.” Collins, an engineer, suggested that such a far-reaching cheating strategy couldn’t be pulled off without the complicity of high-ranking supervisors across several parts of the company.

“What I’ve picked up here and I hope you can relay back to your board, the folks running Volkswagen back in Germany, is that the response so far is inadequate,” Collins said. “It’s a sign of arrogance. It’s a sign of not admitting yet the severity of your problem.”

For more than two hours, Horn sat calmly, occasionally sipping from a cup of water as news photographers’ camera shutters clicked away. As the elected officials expressed anger, disappointment and skepticism at the company where he has worked for nearly half his life, the 51-year-old German executive apologized but provided little new information.

More than a month after the company first confessed the emissions-rigging to U.S. regulators, Horn said it doesn’t yet have a detailed plan for fixing the nearly 500,000 “clean diesel” cars sold in the U.S. with the suspect software since the 2009 model year. Such a solution will likely take up to two years, he said, adding that each car might require between 5 and 10 hours’ work by a mechanic to meet clean air standards.

The cars are safe to drive, the government says, but Horn suggested Volkswagen could compensate some owners, possibly by paying them for the lost value of their vehicles. So far, the company has set aside more than \$7 billion, which Horn said may not be enough.

Shortly before Horn began his testimony, German police and prosecutors raided VW’s global headquarters in Wolfsburg and other locations seeking material that would help clarify who was responsible for the cheating. The searches were intended to “secure documents and data storage devices” that could identify those involved in the alleged manipulation and explain how it was carried out, prosecutors said.

In the U.S., the Environmental Protection Agency and the Justice Department are conducting a criminal investigation. VW also

potentially faces billions in fines for violating the Clean Air Act, as well as a raft of state investigations and class-action lawsuits filed on behalf of customers.

Horn said VW plans to withdraw applications seeking U.S. emissions certifications for its 2016 model Jettas, Golfs, Passats and Beetles with diesel engines. That raised questions about whether a “defeat device” similar to that in earlier models is also in the new cars.

By withdrawing the applications for the 2016 models, VW is leaving thousands of diesel vehicles stranded at ports nationwide. It was not immediately clear what a newly revealed device found in the new VW models does, or when the company might resubmit the applications needed to sell the cars.

Liz Purchia, an EPA spokeswoman, said VW recently gave the agency information on an “auxiliary emissions control device.”

The EPA and California Air Resources Board are investigating “the nature and purpose” of the device, she said.

The lack of certification is bad news for American VW dealers who had hoped to put the new models on sale soon. For some dealerships, the diesel models account for about one-third of sales.

During the hearing, lawmakers from both parties fondly recalled their first VWs before hammering the iconic company for betraying the public’s trust.

Rep. Fred Upton, R-Mich., chairman of the House Energy and Commerce Committee,

said Volkswagen “has long enjoyed an almost cultish following dating back to the Beetle. But through the years something apparently became rotten in Wolfsburg and cheating and betrayal became part of the VW game plan.”

It was Rep. Morgan Griffith, R-Va., who most directly channeled the anger and hurt of Volkswagen’s customer base.

He recounted that when his mother could afford her first new car, she bought the stick-shift Volkswagen Squareback on which he learned to drive. He inherited his grandmother’s 1972 Super Beetle, which he still owns.

“I’m your consumer,” Griffith told Horn, his voice stern. “I’m your VW driver who has always trusted your company, and I’m very disappointed.”

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# GM Adopts a New Program for Car Sharing in NYC

Running an errand to a big box store or planning a weekend excursion are about to get easier for some Manhattan residents because of a car-sharing program revealed today by General Motors.

It's the company's latest move to deliver urban mobility options to customers around the globe, said GM spokeswoman Katie Adams. Let's Drive NYC is available to eligible residents of The Ritz Plaza, a 479-unit luxury apartment building in midtown Manhattan, owned and managed by Stonehenge Partners.

Residents use a GM-developed mobile app to reserve a vehicle and access parking in one of 200 garages throughout Manhattan managed by Icon Parking Systems. The fleet currently includes eight Chevrolet Trax small SUVs and two Chevrolet Equinox compact SUVs, with more vehicles to be added later.

In consideration of periodic apartment lease payments, residents receive electronic credits valid for three hours of rental per month. After that, users pay less than \$10 an hour or up to \$75 for a 24-hour reservation.

"Having a car in the city didn't seem realistic, but 'Let's Drive NYC' changes that," said Andy Chediak, a 32 year-old Stonehenge resident. "The quick-and-easy access to a car on demand at The Ritz Plaza is a game-changer that fundamentally alters my approach to transportation, with new opportunities that weren't previously practical."

Let's Drive NYC leverages integrated and existing OnStar connectivity tech and services such as remote diagnostic status and access to OnStar advisors.

## Mopar Charger Driver Wins At Keystone

A dramatic holeshot victory by Don Schumacher Racing (DSR) pilot Jack Beckman aboard his 2015 Dodge Charger R/T Funny Car in the final elimination round of the 31st annual National Hot Rod Association (NHRA) Keystone Nationals, the third of six "Countdown to the Championship" playoff events, brought to a close a challenging race day that saw the Mopar driver set a national elapsed time (e.t.) record, and earn a career-best seventh title this season. The win was also the 15th Funny Car title for DSR with the new 2015 Mopar Dodge Charger R/T since it made its debut 21 national events ago.

"On behalf of everyone at Mopar I would like to congratulate Jack Beckman on his seventh victory this year and an important playoff win," said Pietro Gorlier, president and CEO – Mopar Brand Service, Parts and Customer Care.

"To see Don Schumacher's team take the 2015 Mopar Dodge Charger R/T Funny Car to the winner's circle for a 15th time this year and battle for another championship is a testament to the amount of time, investment and hard work that has gone in to building this fantastic and competitive new vehicle."

Seeded third, Beckman began his drive for the Wally trophy by winning such a pedal-fest against Alexis DeJoria with a 6.625-second elapsed time run at 254.90 miles per hour against his competitor's 7.468/122.56 effort.

Beckman then won an all-Mopar quarterfinal fight against teammate Tommy Johnson Jr. with a 3-second run. He moves into second place in the playoff standings and within 16 points of the lead in the Countdown.



# Trucks Drive Used Prices Up

With wholesale used vehicle prices increasing in September for the fourth consecutive month, wholesale pricing remains one of strength and stability. This brought the Manheim Used Vehicle Value Index – a measure of wholesale prices adjusted for mix, mileage and season – to a reading of 124.8 in September, representing an increase of 2.8 percent from a year ago, said Tom Webb, chief economist for Cox Automotive.

“Wholesale pricing trends have defied expectations from analysts at the beginning of the year, but used vehicle values are not defying market fundamentals,” said Webb. “With pricing up nearly three percent from last September, consumers continue to see the increased value in purchasing used vehicles.”

Despite a bad September employment report with earnings remaining flat and a decrease in the labor force participation rate, the economic outlook remains solid and the number of job openings is strong – adding to both lender and consumer confidence, Webb said. Illustrating this, the weakest pricing tiers remained in the \$9,000-\$11,000 range while luxury cars and SUVs and CUVs showed modest gains.

Third quarter wholesale pricing for vehicle segments included:

- Compact Car prices were down 5.4 percent in September compared to the same period

last year and once again remain the only major market segment with lower pricing versus a year ago.

- Midsize Cars remain one of the weaker segments, but saw an increase of 2.6 percent compared with the same time period last year.

• Luxury Car values had a small gain of 0.5 percent over the same period last year, and remain weak considering this was also the case for last year's pricing. The small gain can also be attributed to more efficient remarketing of cars in this class.

- Pickups and Vans once again won the top spots, with pickup pricing up a significant 11.8 percent and vans up a more modest 5.1 percent on a year-over-year basis.

• SUVs and CUVs rose 3.1 percent compared with last September, helped by an increase in vehicle miles of travel and lower gas prices.

“Used vehicle operations – including CPO sales – should be set up well for October given that new vehicle inventory levels are down thanks to a higher sales pace last month,” said Webb. “Supporting the used vehicle industry's strength, low initial jobless claims in September and a high number of open positions per job seeker is giving workers the confidence to borrow and lenders the confidence to lend.”

## U-M Gets New Battery Research Site

ANN ARBOR, Mich. (AP) – A new lab at the University of Michigan aims to expand battery research and manufacturing across the Midwest.

U-M Energy Institute's Battery Fabrication and Characterization User Facility, or Battery Lab, opened Oct. 2 and is designed to

provide space to build and test battery concepts while protecting the intellectual property of its users.

Construction lab 18 months. The site is funded with a \$2 million investment from the university, with \$5 million in additional support from the state and Ford.

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GM pricing plus tax, title & lic. Must qualify for lease conquest rebate. Must have Non GM in household set to expire 365 days from delivery. NO SECURITY DEPOSIT REQUIRED!

### 2015 BUICK LACROSSE

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24 MONTH/9168K PER YEAR LEASE FOR **\$279\***

\$1,770 DUE AT SIGNING

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**24 MONTH BUICK EXPERIENCE LEASE**  
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FWD

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## Cadillac's Growth Helped by Added Vehicle Choices

CONTINUED FROM PAGE 1

Cadillac's global expansion is long term project, said Cadillac communications manager David Caldwell in an email. In luxury, pure volume is not the first measure, rather, it's the result of many good actions applied for a long time.

But when talking about volume, Caldwell stated, the global volume is strong. It is up over last year. China, the U.S. and Canada are Cadillac's large markets (others are not yet significant numerically.) The China number in particular is very strong - given that their economy has been recently struggling, as has been reported heavily worldwide.

Last year, the economy (and Cadillac's volume) was up strongly, Caldwell wrote. This year the overall market is not strong, yet Cadillac still reported an increase in September.

"Let me clarify on Europe and other smaller markets," Caldwell wrote. "We do not at all expect volume growth in Europe. At least not for a few years. Expansion in Europe is in our plan, but not until later this decade at the earliest. This is a long-term proposition, and today is simply not a big factor when it comes to volume, even if it were up. (prestige, brand image - yes. Sales volume - no).

Caldwell also emphasized that Cadillac transaction prices (literally what is paid by customers - a great measure of a brand's strength) are up sharply this year in the US - to a record of \$52,000.

This is about \$7,000 higher than last year and higher than Audi and BMW, Caldwell wrote.

"Second only to Mercedes among full-line luxury brands," Caldwell said. "Incentives are lower, and our inventories are sharply lower. These are important measures at this stage of the game for Cadillac - very important indicators of luxury brand value.

"The portfolio will grow starting in 2016 - and these are the kinds of fundamentals needed for a luxury brand as the product range expands in the near future."

And as to why some models like the SRX saw sales climb, while others saw sales decline, Caldwell said the answer was simple.

"Crossover vehicle segment is up industry-wide," Caldwell said. "Other segments (generally) are down. It's not more complicated than that."

And next year should be a good one for the brand, Caldwell said, as Cadillac launches the XT5 early next year. It is first in a new series of luxury crossovers coming from Cadillac as part of this expansion over the next few years.

## Mammograms Offered At Metro Locations

DETROIT (AP) - A 5-day mobile mammogram screening is being offered by the UAW-Ford for uninsured women in the Detroit area.

The program will be held in five locations and is being conducted in honor of Breast Cancer Awareness Month.

The UAW-Ford National Programs Center on West Jefferson in Detroit will host a screening on Oct. 12. Screenings also will be held Oct. 13 at the Jermaine Jackson Community Center in Mount Clemens; Oct. 14 at the UAW-Ford Local 600 in Dearborn; Oct. 15 at Local 900 in Wayne; and Oct. 16 at Local 387 in Flat Rock.

Twenty-five appointments will be available each day for women 40 and older.

UAW-Ford is a collaboration between United Auto Workers members and Ford Motor Co.