

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

Camaro Custom Kits Arrive At Dealers for 2016 Launch

It’s been said that the only thing better than owning a Chevy Camaro is owning a Camaro you’ve customized yourself.

And as the all-new Gen Six Camaro rolls into showrooms this fall, Chevrolet is giving buyers the chance to do that by matching its introduction with accessories and performance parts that enable greater personalization and driving fun, said GM spokesman Robert Wheeler.

From performance air intake and exhaust systems, to lowering kits, ground-effects packages, spoilers and even performance Brembo brake systems, the lineup is designed to offer customers choices for distinguishing their new Camaros on the street and making the most of the cars’ performance capabilities. Wheeler said.

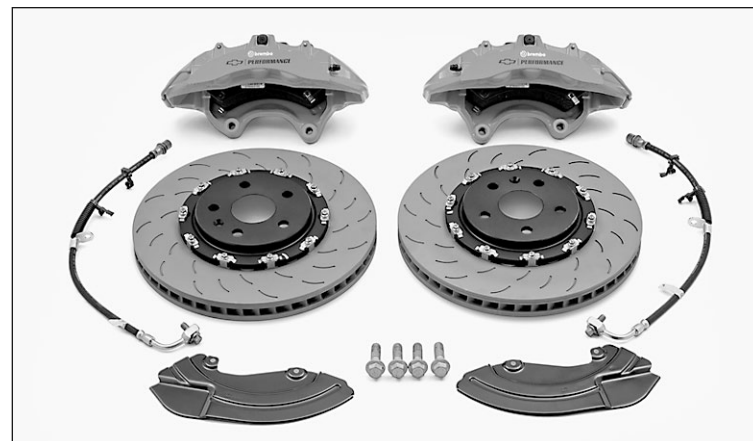
“These accessories and parts

were designed, engineered and tested by our Camaro team, assuring proper fit and integration – and they are backed by Chevrolet,” said Jim Campbell, GM U.S. vice president of Performance Vehicles and Motorsports.

The roster of 2016 Camaro performance parts includes:

- Performance exhaust – Kits will be available late this year for Camaro SS with the LT1 V8 and Camaro LT with the 3.6L V6. These axle-back systems enhance the performance sound of the Camaro and offer a premium appearance. Each is a direct replacement for the factory system and maintains the vehicle’s factory warranty. The kits are not compatible with the available dual-mode exhaust system.

- Suspension lowering kits – Incorporating higher-rate front and rear coil springs, along with



This brake kit will be coming out soon for Camaro customization.

specifically tuned struts and shocks, these kits are designed to provide an integrated package that provides an aggressive stance by lowering the vehicle up to 0.8-inch, while optimizing ride quality and vehicle performance. They also deliver a lower center of gravity that enhances the feeling of responsiveness. Four kits are tailored for LT and SS coupe and convertible mod-

els. The SS kits are not compatible with vehicles equipped with the available Magnetic Ride Control. They will be available in early 2016.

- Brembo performance front brake package (four-piston calipers) – Developed as an upgrade for Camaro LT models with the 2.0L Turbo and 3.6L V6.

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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.



Chevy is taking the 2016 Camaro on the road as a promotion.

Road Trip Features Camaro

Road trip!

Chevrolet is hitting the highways and byways of America this fall in the all-new 2016 Camaro, as well as other new Chevy models, said GM spokesman Monte Doran. The Find New Roads Trip celebrates the introduction of five all-new Chevrolet cars – Camaro, Malibu, Cruze, Volt and Spark for 2016.

“These five cars represent a pivotal year for Chevrolet, as they each introduce new technologies to their segments,” said Alan Batey, president, global Chevrolet. “To help introduce these new cars, Chevrolet is taking a 48-state tour searching for

examples of innovation across the U.S.”

From Oct. 19 to Nov. 14, pre-selected guests in 30 Camaros will crisscross the U.S., seeking people and places that embody the spirit of Find New Roads by pioneering new solutions in technology, business, education, arts and culture, Doran said.

Fans can follow the trip at www.findnewroadstrip.com. This includes social media coverage and a map tracking the tour’s progress.

The public is invited to join Chevrolet at 17 cities to see the

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Chevy Goes Old School With New Small Block

Every old is new again. 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.

“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



Chevy’s new ZZ6 engine.

the industry’s most adaptable V-8 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, Campbell said. The unique, tapered shape of the valve spring allows for the use of a smaller spring retainer, which

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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.

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Chevrolet's New ZZ6 Engine Uses Classic Features

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reduces the reciprocating mass of the valvetrain resulting in better valve dynamics.

The ZZ6 also uses an aggressive hydraulic roller camshaft, 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 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, giving it a distinctive, premium appearance.

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.

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 for the Turn Key and Base ZZ6 crate engine kits will be announced at the SEMA Chevrolet Press Conference on Nov. 3, 2015.

Club GM Sponsors Basketball Nights

Club GM is hosting a series of Pistons basketball nights. Beginning on Friday, Oct. 30, the organization is hosting a series of "Pistons Nights" whenre for as little ast \$30 members can enjoy an evening of basketball at the Palace in Auburn Hills.

The Pistons play Chicago on Oct. 30; Cleveland on Tuesday, Nov. 17; and Miami on Wednesday, Nov. 25. zTickets for the Chicago and Miami games are \$30 (normally \$35) for upper corner seats, \$50 for lower end seats (normally \$50) and \$85 for lower corner seats (normally \$105). Tickets for the Cleveland game are \$40 for upper corner, 65 for lower end and \$100 for lower corner.

Go to clubgeneralmotors.org for more information.

NADA Fights for Consumer Finance 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 looking 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.

"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 paying 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 in-

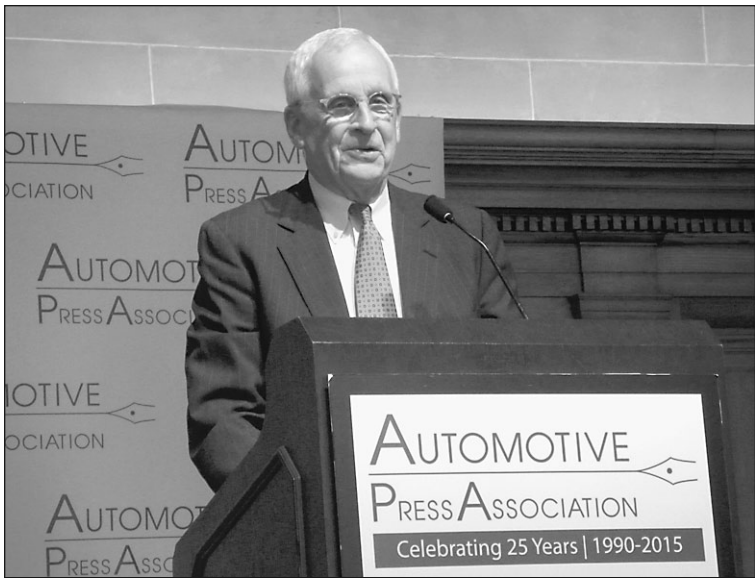
crease. The total cost of the EPA/NHTSA fuel economy rule will be about \$210 billion. That's about twice as much as the auto industry received in government aid during the Great Recession."

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."

These are just some of the issues franchise car dealers face, Fox said. The industry is profitable and serves the public's needs for personal transportation.

That's why it's important that regulators, lawmakers and the public understand how things really work.



NADA chairman Bill Fox speaking in Detroit.

2016 Camaro Custom Kits Now Available

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- Brembo performance front brake package (six-piston calipers) – Developed for the enthusiast looking for ultimate braking performance while maintaining street drivability. This Brembo front brake system features six-piston monoblock aluminum calipers in red with performance brake pads and two-piece, 14.6-in. x 1.3-in. vented and slotted Duralife rotors (cast-iron braking rings with aluminum hats).

This kit is available for all Gen Six Camaro models and includes low-expansion front brake hoses and all necessary hardware.

- Performance air intake –

This kit, available in early 2016, helps reduce air restriction and includes a reusable open-element air filter, a sealed compartment with all the necessary installation hardware for the Camaro SS with the LT1 V8.

- Engine covers – These stylish, easily installed covers give the Camaro engine a show-quality appearance.

They will be available by the end of the year in red, blue or black for the V8 and V6 engines and a cover for the 2.0L Turbo engine is planned as well.

These performance parts complement a full line of Camaro accessories including wheels, exterior and interior enhancements and graphics packages.

Highlights of the kits include:

- Three aluminum wheel designs, in multiple finishes;
- Grille kits with six body-color inserts for LT and SS models; inserts are also available in chrome-appearance or primed versions for custom painting;
- A blade-style rear spoiler and ground effects kit, each offered in 10 colors;
- Four exterior graphics packages, offered in multiple colors, including, "rally stripe," front-fender "hash mark," racing stripe designs and a body-side "spear" graphic;
- Interior trim kits, offered in multiple colors. Customers can also select alternate-finish versions of existing features.

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TACOM's Maj. Gen. Gwen Bingham recently gave Michigan legislators a tour of the Army facility located in Warren.

State Legislators Visit TACOM for Informational 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 to offer.

"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 to the State House of Representatives, it was an honor to see the facility now, and learn more about the role it plays in the economy of Warren and of Macomb County.

"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."

Back when he was a soldier, TACOM was the site of Chrysler's tank factory and they were still building M-60 tanks.

"They were working on a project that would become the M-1 Abrahms tank," Maturen said. "I am proud to be a TACOM veteran and I proud of the job the Life Cycle Management Command is doing."

Success Driving Art Van to Grow Its Warehouse

Art Van Furniture unveiled its expanded 1.02 million square foot warehouse, distribution and assembly center on Oct. 7.

The expanded facility is located behind the furniture chain's world headquarters in Warren, located at 6500 East 14 Mile Road.

According to Art Van spokeswoman Diane Charles, the expanded facility received investments totalling \$11 million and created 50 new jobs.

The project added 141,000 square feet to the warehouse and was needed because of the company's rapid growth over the past three years in Michigan as well as in Ohio, Illinois and Indiana, Charles said.

This is the main warehouse that will service and distribute furniture to all those markets, Charles said.

People on hand for the ribbon-cutting ceremony included Art Van Elslander, founder of Art Van Furniture and Kim Yost, CEO of Art Van Furniture.

"More than 100 people attended the ribbon-cutting ceremony," Charles said. "That included Warren's mayor, the president of the Warren city council and members of the Macomb Chamber of Commerce, who even brought the scissors. They were all so proud of all the new growth in Warren. It's exciting to be a part of that."

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Chrysler UAW Employees To Vote on New Contract

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 its members' health care benefits won't change under this agreement, something it failed to do in the previous contract 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.

When they kicked off contract talks in July, both UAW President Dennis Williams and FCA CEO Sergio Marchionne said they would consider it a personal failure if they couldn't reach an agreement and workers were to vote to strike.

Union members will now vote on the new agreement, which covers around 40,000 workers Fiat Chrysler's at 23 plants in the United States.

Today's Cars Too Smart for Today's Drivers

WASHINGTON (AP) – Many Americans buying new cars these days are baffled by a torrent of new safety technology.

Some features will automatically turn a car back into its lane if it begins to drift, or hit the brakes if sensors detect that it's about to rear-end someone else. There are lane-change and blind-spot monitors, drowsiness alerts and cars that can park themselves. Technologies once limited to high-end models like adaptive cruise control, tire-pressure indicators and rear-view cameras have become more common.

The features hold tremendous potential to reduce deaths and injuries by eliminating collisions or mitigating their severity, safety advocates say.

But there's one problem: Education on how to use them doesn't come standard. Bewildered drivers sometimes just turn them off, defeating the safety potential.

"If people don't understand how that works or what the car is doing, it may startle them or make them uncomfortable," said Deborah Hersman, president of the National Safety Council. "We want to make sure we're explaining things to people so that the technology that can make them safer is actually taken advantage of."

The council and the University of Iowa, along with the Department of Transportation, kicked off an education campaign Oct. 7 to inform drivers on how the safety features work. The effort includes a website, MyCar-DoesWhat.org, with video demonstrations.

In a survey by the university, a majority of drivers expressed uncertainty about the way many of the safety technologies work. About 40 percent reported that their vehicles had behaved in unexpected ways. The least understood technology was adaptive cruise control, which can slow or speed up a vehicle in order to maintain a constant following distance. That technology has been available in some models for at least a decade.

The features vary from manufacturer to manufacturer, from model to model, and from one options package to another.

Joe Kraemer, 70, a retired accountant from Arlington, Va., said the first time he drove his wife's 2015 E-Series Mercedes he

nearly jumped out of his seat. He was beginning to change lanes when suddenly there was a piercing "beep beep beep beep . . ."

Now when that happens, his wife tells him: "Relax. It's just that you have somebody in your blind spot and you're about to kill us."

Kraemer's wife, who has been driving for 50 years, has been back to the dealer twice for hour-long lessons on how to use the car's features.

"She's really learning a computer," he said.

But as the technologies become more available in lower-priced models, dealers may not be willing to spend as much time with drivers as Mercedes has with Kraemer's wife.

Owner's manuals are also falling short, safety advocates say. They have become "documents written by lawyers for

lawyers," said Clarence Ditlow, executive director at the Center for Auto Safety.

"From perhaps a 50-page understandable document 20 years ago, they have gone to a 500-page opus that is intimidating to all but the most studious car buyer," he said.

Some manufacturers offer CDs or DVDs on how to use safety systems, but "most of the time drivers don't actually take the time to review them," said Peter Kissinger, president of the AAA Foundation for Traffic Safety.

A study by the foundation of early safety technology adopters found that some drivers believed collision warning systems would brake to stop their vehicles for them, when actually the systems only alert drivers to an impending collision. It's still up to the driver to hit the brakes.

OnStar Will Offer Service To Ease Shopping Burden

Shopping from your car will get a little easier for GM customers who use OnStar.

The automaker is introducing a new product to the public called OnStar AtYourService, a multichannel platform providing customers with merchant and retailer offers.

The product soon will be available through the OnStar RemoteLink mobile application, allowing users to save money and discover value, said GM spokesman Stefan Gross.

RemoteLink has more than 1.6 million active users who use the app to remotely start their vehicle, unlock doors, get vehicle information, send routes to their vehicle and customize Wi-Fi settings.

AtYourService connects Chevrolet, Buick, GMC and Cadillac owners with retailers and merchants, providing information, convenience and money-saving values tied to their location, Gross said. AtYourService is currently available through OnStar advisors.

"As we expand the AtYourService platform, we're excited to give our customers another way to access unique deals," said Mark Lloyd, an OnStar consumer online officer.

"The service will be easily accessible to our customers, providing them added value through channels that are most convenient to them."

Customers with an active OnStar subscription will be able to use the RemoteLink mobile app to access an AtYourService tab before they start their journey, Lloyd said. The new tab includes featured offers, sponsored locations and a category search tool to locate multiple options for dining, retail, fuel and more.

The content will be updated, based on the subscriber's location, Lloyd said, as well as time of day and day of the week.

Offers can be saved for use any time and the app can be personalized by favoriting frequently visited locations. Guidance plan subscribers can have directions to an offer-based location downloaded directly to their vehicle.

Lloyd said industry analyst company Statista forecasts there will be more than 92 million mobile coupon users in the U.S. in 2015. Additionally, he said, mobile coupons are redeemed 10 times more often than paper coupons.

"With our very active RemoteLink user base, and a growing demand for mobile couponing, the integration of AtYourService into our RemoteLink mobile app will help create a more personalized and convenient driving experience."

Some of the companies providing value through the AtYourService platform, Lloyd said, include Dunkin' Donuts, and RetailMeNot for national retailers in numerous categories. Customers will also be able to access special deals from Audiobooks.com, which is offering an extended trial and access to more than 60,000 audio books.

Approximately 35 percent of OnStar point-of-interest navigation requests in North America are for retail locations, 20 percent are for restaurants and 10 percent are for hotels.

With AtYourService, Guidance plan customers can have an OnStar advisor book hotel rooms on the go through Priceline.com.

AtYourService offers are available to any subscriber with a paid OnStar plan.

Camaro Goes Cross Country

CONTINUED FROM PAGE 1

2016 Camaro and some of the other new Chevrolet models. Tour dates and cities include:

- East Route
 - Oct. 21, Syracuse, N.Y. – New York State Fairgrounds.
 - Oct. 24, Boston – Gillette Stadium, 1 Patriot Place.
 - Oct. 26, Philadelphia – Greater Philadelphia Exposition Center.
 - Oct. 28, Raleigh, N.C. – PNC Arena.
 - Oct. 31, Orlando, Fla. – Osceola Heritage Park, 1875 Silver Spur Lane.
 - Nov. 4, New Orleans – NOLA Motorsports Park.
 - Nov. 7, Dallas – Texas Motor Speedway.

- Nov. 11, Albuquerque, N.M. – EXPO New Mexico.
- Nov. 14, Phoenix – Phoenix International Raceway.
- West Route
 - Oct. 21, Nashville, Tenn. – Lane Motor Museum.
 - Oct. 24, Kansas City, Kan., – Overland Park Convention Center.
 - Oct. 26, Lincoln, Neb. – Lancaster Event Center.
 - Oct. 28, Minneapolis – National Sports Center.
 - Oct. 31, Salt Lake City – South Towne Exposition Center.
 - Nov. 7, Seattle – Warren G. Magnuson Park.
 - Nov. 11, Portland, Ore. – Portland Expo Center.
 - Nov. 11, San Francisco – Santa Clara County Fairgrounds.



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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 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 re-marketing 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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| LEASE FOR \$61* 24 MO. \$999 DOWN | PURCHASE FOR \$19,115* | | | | | | | | | | |
| LEASE FOR \$95* 24 MO. \$999 DOWN | PURCHASE FOR \$19,259* | | | | | | | | | | |
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| <h3>2015 GMC YUKON XL 4WD SLE</h3> <p>Stk. #G552626</p> <table border="1"><tr><td>LEASE FOR \$399* 36 MONTHS \$999 DOWN</td><td>PURCHASE FOR \$46,279* LIST PRICE \$54,860</td></tr></table> | LEASE FOR \$399* 36 MONTHS \$999 DOWN | PURCHASE FOR \$46,279* LIST PRICE \$54,860 | <h3>2016 GMC ACADIA</h3> <p>Stk. #SVCHCQ</p> <table border="1"><tr><td>LEASE FOR \$209* 24 MONTHS \$1,199 DOWN</td><td>PURCHASE FOR \$29,808*</td></tr></table> | LEASE FOR \$209* 24 MONTHS \$1,199 DOWN | PURCHASE FOR \$29,808* | <h3>2015 GMC SIERRA DBL. CAB. 4WD ELEVATION EDITION</h3> <p>Stk. #G553252</p> <table border="1"><tr><td>LEASE FOR \$128* 24 MONTHS \$999 DOWN</td><td>PURCHASE FOR \$31,709* LIST PRICE \$39,675</td></tr></table> | LEASE FOR \$128* 24 MONTHS \$999 DOWN | PURCHASE FOR \$31,709* LIST PRICE \$39,675 | <h3>2016 GMC TERRAIN SLE-1</h3> <p>Stk. #G560297</p> <table border="1"><tr><td>LEASE FOR \$119* 24 MONTHS \$999 DOWN</td><td>PURCHASE FOR \$24,067* LIST PRICE \$27,725</td></tr></table> | LEASE FOR \$119* 24 MONTHS \$999 DOWN | PURCHASE FOR \$24,067* LIST PRICE \$27,725 |
| LEASE FOR \$399* 36 MONTHS \$999 DOWN | PURCHASE FOR \$46,279* LIST PRICE \$54,860 | | | | | | | | | | |
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| LEASE FOR \$119* 24 MONTHS \$999 DOWN | PURCHASE FOR \$24,067* LIST PRICE \$27,725 | | | | | | | | | | |

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| <h3>VOLT CTSY 2015</h3> <p>Stk. #450562</p> <table border="1"><tr><td>LEASE FOR 36 MONTHS \$55* \$999 DOWN</td><td>PURCHASE FOR \$23,158*</td></tr></table> | LEASE FOR 36 MONTHS \$55* \$999 DOWN | PURCHASE FOR \$23,158* | <h3>TRAX LS 2016</h3> <p>Stk. #STBXP</p> <table border="1"><tr><td>LEASE FOR 24 MONTHS \$65* \$999 DOWN</td><td>PURCHASE FOR \$16,296* LIST PRICE \$21,020</td></tr></table> | LEASE FOR 24 MONTHS \$65* \$999 DOWN | PURCHASE FOR \$16,296* LIST PRICE \$21,020 | <h3>NEW CRUZE 2016</h3> <p>Stk. #460323</p> <table border="1"><tr><td>LEASE FOR 24 MONTHS \$36* \$999 DOWN</td><td>PURCHASE A LS FOR \$16,152* Stk. #460097</td></tr></table> | LEASE FOR 24 MONTHS \$36* \$999 DOWN | PURCHASE A LS FOR \$16,152* Stk. #460097 | <h3>ALL STAR EDITION SILVERADO 2015</h3> <p>Stk. #553738</p> <table border="1"><tr><td>LEASE FOR 24 MONTHS \$99* \$999 DOWN</td><td>PURCHASE FOR \$32,477* LIST PRICE \$43,015</td></tr></table> | LEASE FOR 24 MONTHS \$99* \$999 DOWN | PURCHASE FOR \$32,477* LIST PRICE \$43,015 |
| LEASE FOR 36 MONTHS \$55* \$999 DOWN | PURCHASE FOR \$23,158* | | | | | | | | | | |
| LEASE FOR 24 MONTHS \$65* \$999 DOWN | PURCHASE FOR \$16,296* LIST PRICE \$21,020 | | | | | | | | | | |
| LEASE FOR 24 MONTHS \$36* \$999 DOWN | PURCHASE A LS FOR \$16,152* Stk. #460097 | | | | | | | | | | |
| LEASE FOR 24 MONTHS \$99* \$999 DOWN | PURCHASE FOR \$32,477* LIST PRICE \$43,015 | | | | | | | | | | |
| <h3>MALIBU 2016</h3> <p>Stk. #460266</p> <table border="1"><tr><td>LEASE A 1LT 24 MONTHS \$119* \$999 DOWN</td><td>PURCHASE A LS FOR \$19,429* Stk. #460129</td></tr></table> | LEASE A 1LT 24 MONTHS \$119* \$999 DOWN | PURCHASE A LS FOR \$19,429* Stk. #460129 | <h3>EQUINOX 2016</h3> <p>Stk. #560066</p> <table border="1"><tr><td>LEASE A 1LT 24 MONTHS \$137* \$999 DOWN</td><td>PURCHASE A LS FOR \$21,455* Stk. #560311</td></tr></table> | LEASE A 1LT 24 MONTHS \$137* \$999 DOWN | PURCHASE A LS FOR \$21,455* Stk. #560311 | <h3>TRAVERSE LS 2016</h3> <p>Stk. #560275</p> <table border="1"><tr><td>LEASE FOR 24 MONTHS \$199* \$999 DOWN</td><td>PURCHASE FOR \$26,268*</td></tr></table> | LEASE FOR 24 MONTHS \$199* \$999 DOWN | PURCHASE FOR \$26,268* | <h3>CAMARO 1LT COUPE 2015</h3> <p>Stk. #450761</p> <table border="1"><tr><td>LEASE FOR 24 MONTHS \$149* \$999 DOWN</td><td>PURCHASE FOR \$22,457*</td></tr></table> | LEASE FOR 24 MONTHS \$149* \$999 DOWN | PURCHASE FOR \$22,457* |
| LEASE A 1LT 24 MONTHS \$119* \$999 DOWN | PURCHASE A LS FOR \$19,429* Stk. #460129 | | | | | | | | | | |
| LEASE A 1LT 24 MONTHS \$137* \$999 DOWN | PURCHASE A LS FOR \$21,455* Stk. #560311 | | | | | | | | | | |
| LEASE FOR 24 MONTHS \$199* \$999 DOWN | PURCHASE FOR \$26,268* | | | | | | | | | | |
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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.