



La SED's Mary Carmen Munoz and FCA designer Awad Ramouni.

FCA Employees Volunteer For Local Charities

by Jim Stickford

As the saying goes if you can't bring Mohamed to the mountain, bring the mountain to Mohamed. That was the thinking behind the first Fiat Chrysler "Motor Citizens Community Fair."

The event was held on Oct. 15, at Chrysler's Tech Center in Auburn Hills.

"This is the first time we've done something like this," said event organizer Daphne Harris, manager of Civic Engagement at

Fiat Chrysler. "I hope to make this an annual event. I came up with the idea after realizing that we have a lot of employees who want to volunteer their time with our non-profit partners, but they don't know just who many of our non-profit partners are, or what these organizations' goals and mission statements are."

So Harris decided to organize the Motor Citizens Community Fair.

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GM and Chevy Help Fight Breast Cancer With Month-Long Charitable Activities

Chevrolet and General Motors' employees, dealers and customers are uniting to fight breast cancer this October for the fifth consecutive year. The goal is to exceed the \$1.2 million raised for the American Cancer Society in 2014 through Chevrolet's nationwide grassroots support for the Society's Making Strides Against Breast Cancer walks.

Chevrolet and participating dealers across the country also support the Making Strides Against Breast Cancer program through event sponsorships, team participation, customer engagement and other activities.

"This is a cause close to the hearts of millions of people across the country and Chevrolet is offering individuals a number of ways to show their support," said Paul Edwards, U.S. vice president, Chevrolet Marketing. "Through our efforts the past five years, we've helped the American Cancer Society raise more than \$4.4 million for its programs to Find New Roads in the fight against breast cancer."

Chevrolet will participate in several events and activities throughout the month of October. They include:



GM again this year is helping promote Breast Cancer Awareness Month.

Texans Love Detroit-Made Trucks and SUVs at 'Rodeo'

Ford and Fiat Chrysler did very well at the 2015 Texas Auto Writers Association (TAWA) "Truck Rodeo" Oct. 7-9.

The 2016 Ford Explorer Platinum was named SUV of Texas, while Ford F-Series won the Truck Line of Texas category.

Fiat Chrysler, meanwhile, finished first in eight TAWA categories:

- 2016 Ram 2500 – Heavy Duty Truck;
- 2016 Jeep Wrangler – Off-road Utility Vehicle;
- 2015 Jeep Grand Cherokee Summit 4x4 – Mid-size Luxury SUV;

- 2015 Dodge Durango – Full-size SUV;
- 2015 Jeep Grand Cherokee Limited Diesel – Mid-size SUV;
- 2016 Jeep Cherokee Trailhawk and Limited – Compact SUV;
- 2015 Jeep Renegade Trailhawk – Compact CUV;
- 2016 Ram Rebel – Full-size SUV.

TAWA President Michael Marrs said, "The Truck Rodeo was extremely competitive this year with a record number of media and vehicle entries, so it's impressive that the FCA brands received top awards



2015 Ram 1500



2015 Ford Explorer

in numerous categories.

"The Jeep brand SUVs continue to be favorites among TAWA voters, as every Jeep SUV won its category again this year.

"In addition, the Ram and Dodge brands also reclaimed titles."

The annual event was held at the historic Knibbe Ranch near San Antonio.

"The members of the Texas Auto Writers Association always enjoy the Texas Truck Rodeo," said Marrs.

"It's a unique chance to compare vehicles back-to-back in a timely manner on the same course and provide honest, real-time feedback to our industry partners."

TAWA members evaluated

pickups, SUVs and crossover utility vehicles whose combined sticker prices totaled almost \$4 million.

According to TAWA spokeswoman Joan Holt, several TAWA members commented on how helpful it was to have engineers from the competing companies

CONTINUED ON PAGE 4



Juanita Moore, third from right, and actor Blair Underwood, second from left, with, from left, Pamela Alexander, Felicia Fields, Burt Jordan and Jim Vella, all Ford executives.

Museum Marks 50 Years; Ford, GM Offer Support

GM and Ford Motor Company on Oct. 10 celebrated their long-standing support of the Charles H. Wright Museum.

Ford by donating a new Ford Transit van in honor of the museum's 50th Anniversary Gala, and GM by hosting the evening's festivities.

The Ford vehicle will be used to assist the museum in transporting individuals participating in educational outreach programs throughout the city, said Gala spokeswoman Lisa Wilmore.

According to GM spokeswoman Andrea Taylor, more than \$1.8 million was raised at the event.

"Ford has been a proud partner with the Wright Museum for several decades," said Pamela Alexander, director of community development with the Ford

Motor Company Fund, and event co-chairman.

"We are honored to make this continued investment in educating adults and children alike about the culture of the African and African American experience. We applaud them for the great work they do."

As part of the event, Ford and actor Blair Underwood hosted an exclusive lounge for members of the Wright Museum. Those who purchased museum memberships that evening received a commemorative bracelet as a special gift.

The automaker and Ford Motor Company Fund, its charitable arm, have been major donors and partners since the museum's move to its current location.

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GM and Chevy Aid The Fight Against Breast Cancer

CONTINUED FROM PAGE 1

The “Pink Out” Spark will visit selected community walks throughout the month, Farah said.

Last year, with Chevrolet’s support, the American Cancer Society raised \$1,079,633 in contributions to Making Strides Against Breast Cancer. The money helps fund research, wellness and breast cancer awareness education, and support for breast cancer patients and their families.

“The generosity of our employees, dealers and customers shows how everyday heroes can unite to make a difference in eradicating a disease impacting 1.5 million people,” said Don Johnson, vice president, Chevrolet Sales and Service.

“For the second year, we are committed to support the American Cancer Society in continuing its fight for more birthdays.”

Johnson led Chevrolet’s involvement in Detroit’s Making Strides Against Breast Cancer walk held Oct. 13 in downtown Detroit.

“The American Cancer Society is thrilled to have the support of Chevrolet and General Motors nationwide to help us lead the fight against breast cancer,” said Jill Elder, vice president, American Cancer Society, Great Lakes Division.

Here are the Chevrolet-sponsored activities in October in support of Making Strides Against Breast Cancer:

- Chevrolet and GM employee walks – All month, General Motors facilities, plants and warehouses across the country will participate in fundraising walks.
- Chevrolet dealership walks – Hundreds of dealerships have already signed up to sponsor teams in community walks throughout October. Those interested in participating in a Making Strides for Breast Cancer walk in their community can visit www.makingstrideswalk.org.
- Chevrolet Certified Service – Customers who bring their vehicle to a Chevy dealer for qualifying services in October can contribute part or all of their rebates and Chevrolet will match them, up to a total of \$150,000.

Fiat 500 Scores ‘Good’ in IIHS

Safety isn’t just for big cars. The Insurance Institute for Highway Safety (IIHS) last week named the all-new 2016 Fiat 500X small crossover a 2015 Top Safety Pick+, its highest rating.

IIHS testing simulates:

- A side impact with a large SUV or pickup truck;
- A moderate-offset frontal impact;
- A small-offset frontal impact;
- Roof-crush consistent with a rollover;
- A rear collision capable of inducing whiplash.

In each test, the new Fiat 500X recorded the highest possible score of “good.”

Bolstering these results is the availability of Forward Collision Warning-Plus, said Fiat Chrysler spokesman Eric Mayne. Only vehicles equipped with such driver-assist technology may qualify for Top Safety Pick+ designation.

“With the all-new 500X, we help make it possible not only for customers to arrive safely at their destinations, but to do so with style,” says Timothy Kuniskis, head of Passenger Car Brands – Dodge, SRT, Chrysler and Fiat – North America.

When asked about the perception among some Americans that small cars are inherently unsafe relative to larger vehicles, Kuniskis said, “the 2016 500X received the highest possible score in every IIHS crashworthiness test, proving that size and safety can be independent without sacrificing beautiful Italian styling.”

More significantly, it incorporates extensive use of high-strength steel, which is engineered to manage crash energy and to help minimize cabin intrusion in event of a collision.

The Fiat 500X further benefits

from seven air bags that come as standard equipment.

Elevating the 500X to Top Safety Pick+ status is a unique sensor-fusion strategy that is the hallmark of Forward Collision Warning-Plus, Mayne said. Forward Collision Warning-Plus combines camera and radar technologies and when both agree that a frontal collision is imminent, the system activates. Activation begins with audible and visual warnings, Mayne said. If the driver does not respond, brake application occurs autonomously to slow the vehicle before impact.

“Delivering such features for less than \$30,000 in a vehicle segment not known for such sophis-

Rainbow PUSH Honors Chrysler Executive

Fiat Chrysler’s Senior Manager of External Affairs Leven Weiss was honored Oct. 9 with the Rainbow PUSH Coalition’s “Living Legend” award.

The presentation was made during the Rainbow PUSH & Citizenship Education Fund’s 16th Annual Global Automotive Summit at the MGM Grand Detroit Meeting and Events Center.

Presented by Rev. Jesse L. Jackson Sr. and Glenda Gill, executive director, Rainbow PUSH Coalition, the Living Legend award recognizes individuals who demonstrate “outstanding leadership, togetherness, teamwork and high accomplishments.”

“Leven has been a long-term community supporter and an experienced professional in legislative affairs both nationally and locally,” said Gill. “We have respected his insight on many is-



2016 Fiat 500X

tigation is clear evidence of our commitment to the democratization of advanced safety technology,” says Scott Kunselman, senior vice president – Vehicle Safety and Regulatory Compliance.

Additional driver-assist technologies are among the more than 70 available safety and secu-

rity features that make the new 500X stand out in its segment.

One of these is the LaneSense Departure Warning-Plus, which leverages the vehicle’s electronic power steering to alert the driver with steering-wheel torque inputs that also accommodate course correction.

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FCA Hosts 'Motor Citizens Community Fair'

CONTINUED FROM PAGE 1

She said that work started about six weeks prior to the event. Fiat Chrysler employees are encouraged to volunteer some of their time to worthy causes.

"This really allows Chrysler employees to put a face to our nonprofit partners as well as learn what they do," Harris said. "Who knows, maybe by coming here, it will tweak the interests and passions of some Chrysler employees."

Among the organizations that had a booth at the fair was Focus: HOPE. Volunteer coordinator Nicole Peeples said that being able to come to Fiat Chrysler's headquarters and share just what the group does was a great opportunity to get help.

"We put together food packages for seniors and we have job training and workforce development for machinists and engineering. We also teach IT skills."

Fellow volunteer coordinator Khristi Miller said that Focus: HOPE was excited to be a part of the fair because it opens doors for the group and they've managed to sign up some volunteers.

Alison Vaughn, founder and CEO of Michigan WORK!-affiliated Jackets for Jobs, was also at the fair.

She said that her organization takes donated business clothes and provides them to clients who are learning job interview skills.

"Even though we are in a more casual time, a lot of people don't understand the importance of making a good first impression and a good lasting impression," Vaughn said. "Knowing how to act in a job interview is important. For example, a lot of people are shy, so they don't look the job interviewer in the eye or they give a weak handshake. We help them with these issues."

Mary Carmen Munoz, operations manager for La SED, a Southwest Detroit-based organization that helps Hispanics, was also at the fair.

Munoz's connection to Chrysler stretches back to her days as a supplier to the company.

"My mother, Carmen Munoz, and I used to own and operate Munoz Machines," Munoz said. "We supplied parts for Chrysler powertrains. We sold the company in 1998, which was a good time to be in the auto supply business. I stayed on, but times got rougher and the business closed in 2005."

By that time, Munoz was serving on the board of La SED, and she transitioned to the group full-time.

"What we do is help people who thirst for the American



Daphne Harris welcomes first set of employees to event.

dream," Munoz said. "We help them achieve it. Whether that's helping them prepare for a citizenship test or learn English as a second language. To be successful in this country, you have to speak English."

La SED also has translation services and a senior program that serves hot lunches Monday through Friday, as well as art programs for kids and afterschool programs for middle schoolers.

"A lot of our clients are Hispanic," Munoz said. "But we're seeing more African Americans and people of Arab descent. Southwest Detroit is a really diverse community. It's now possible to go down Vernor and see stores with signs in English, Spanish and Arabic."

Awad Ramouni, a senior designer in Powertrains at Fiat Chrysler, stopped by the La SED booth. He told Munoz that he benefitted as a youth from La SED's police cadet program in the 1970s. He said that he now has the chance to give something back to an organization that helped him when he was younger.

Jonathan Laye, Customer Relations manager for the North Oakland Family YMCA, said he liked the idea of the fair.

"I'm just trying to wrangle some volunteers for our multitude of events we hold," Laye said. "We hold 5Ks and will have a Halloween party coming up. But we hold a lot of youth development programs that help kids expand beyond their bounds. On the other end of the spectrum,

we have programs that help seniors master technology. We help do things like skype their grandchildren. Having something like this fair, with a lot of people stopping by, is a great idea."

Overall, a total of 46 nonprofit partners had booths set up at the fair, Harris said. Some of the organizations attending included the Auburn Hills United Access Network, the Baldwin Center, the Big Brothers Big Sisters of Metropolitan Detroit, the Children's Luekemia Foundation of Michigan, the Coalition of Temporary Shelter, Forgotten Harvest, Gleaner's Community Food Bank, Habitat for Humanity Detroit, the Judson Center, Lighthouse of Oakland County, United Way of Southeastern Michigan and Winning Futures.

Ford, GM Continue Support To Charles H. Wright Museum

CONTINUED FROM PAGE 1

Over the past two decades, Ford has donated more than \$10 million to the museum.

"The support of Ford Motor Company and Pamela Alexander, our gala co-chair and museum trustee, have been pillars for the Wright Museum during our entire 50th anniversary year, beginning with Oh, Freedom! in March, the annual Ford Freedom Award and African World Festival programs, and culminating with The Wright Gala," said Juanita Moore, president and CEO of the Charles H. Wright Museum.

"For much of our first half-century, Ford has been a steadfast champion for the museum. We have the utmost gratitude for their dedication and genuine commitment to our mission as we, together, celebrate African American history and culture."

"For 50 years, the Charles H. Wright Museum of African American History has been preserving and telling an important part of America's history," said Vivian Pickard, president of the GM Foundation and 50th Anniversary Gala chair.

"Dr. Charles Wright's legacy is legendary, and his work in the pursuit of freedom, justice, and equality has made the museum a national treasure."

To parallel its 50th anniversary, the museum procured the

Inspiring Beauty: 50 Years of Ebony Fashion Fair exhibit, providing a multisensory retrospective of the charity fashion spectacle that redefined the concepts of beauty, style and empowerment for African Americans. The GM Foundation supported the exhibit with a \$75,000 grant.

For several years, members of the GM Global Design Center have donated original pieces of art to benefit local charities. This year, 18 Design Center members created 26 pieces and donated them to the museum for auction. Support also came from other citizens and corporate donors, including five leaders in the African-American business community who donated \$100,000 each.

Ed Welburn, vice president of GM Global Design, along with GM Design sculpting model manager Deadre Bell-Smith, presented one of the works to Linda Johnson Rice, chairman of the Johnson Publishing Co., and daughter of fashion icon Eunice Johnson.

"GM has a long history of support for The Wright, for which we are most appreciative," said Juanita Moore. "From programmatic and institutional funding to key executives serving on our Board of Trustees, to their amazing work with this year's 50th anniversary gala, the General Motors team helps us serve the community and perform the work that is at the heart of our mission."

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Auburn Hills Cops Go Pink for Cancer

During the month of October, the police of Auburn Hills will be adding a "pop" of pink to their uniforms.

"This the first year we have done this," said Auburn Hills police public information officer Jill McDonnell. "We see sports teams and other organizations sport pink for breast cancer awareness."

"Officers wanted to show their support, too. We are human and cancer has touched the lives of many of our families, so this month our employees will be paying to wear special pink T-shirts under their uniforms instead of their usual black ones to raise money for cancer research and support cancer patients."

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Fiat Chrysler is Preparing to Divest Ferrari

MILAN (AP) – Fiat Chrysler Automobiles NV has begun the process of selling a near 10 percent stake in luxury sports car brand Ferrari to Wall Street investors.

In a statement Oct. 12, Fiat Chrysler said the initial public offering will price Ferrari at \$48 and \$52 per share, which will value one of Formula 1's most famous marques at \$9.8 billion.

Fiat said the stake sale is part of a "series of transactions to separate Ferrari from FCA." It said the sale is aimed at distinguishing the luxury brand from its mass-market parent, while unlocking value in sports car maker to raise money to support Fiat Chrysler's growth plans.

Ferrari shares will be traded under the symbol RACE. No date for the start of trading was given and, as in the case when Fiat merged with Chrysler, there will be no secondary listing in Europe.

Fiat Chrysler CEO Sergio Marchionne was setting out immediately to persuade investors of the value inherent in Ferrari.

After the float of 10 percent of the share capital, Fiat Chrysler will retain about an 80 percent share, which it said it intends to distribute to its own shareholders early next year. The Ferrari family owns the remaining 10 percent.

Texans Showing Love for Ford, Chrysler Trucks

CONTINUED FROM PAGE 1

available to answer questions.

It also aided the evaluation process to have side-by-side comparisons for on/off-road driving and towing capabilities, Holt said.

The 25th TAWA Truck Rodeo was sponsored by the Steel Market Development Institute (SM-DI), with lunch sponsors BF-Goodrich and Michelin Tires.

The event was especially competitive this year, Holt said, with 88 vehicles available for 69 TAWA media members to test both on- and off-road.

TAWA members evaluated the off-road vehicles climbing rocks and crossing creeks, while the smoother drives on the road included pulling trailers.

Ford spokeswoman Jessica Enoch said the Truck Line of Texas award underscores that F-150 and Super Duty are the toughest, smartest and most capable F-Series trucks ever.

In addition to being the best-selling truck in Texas, F-Series has been the top-selling truck in the United States for 38 consecutive years and the best-selling vehicle for 33 consecutive years.

The 2016 Ford Explorer Platinum unseated a competitor, the Jeep Grand Cherokee, that had held the spot for five straight years, to earn the SUV of Texas title.

Enoch added, "Building on 25 years of innovation and leadership, the 2016 Explorer offers more smart technology, a 3.5-liter EcoBoost engine and an enhanced driving experience."

The Ford Pro-Trailer Backup Assist system also took top place in the Best Technology segment.

TAWA President Marrs said, "The Truck Rodeo was extremely competitive this year with a record number of media and vehicle entries, so it's impressive that the FCA brands received top awards in numerous categories."

"The Jeep brand SUVs continue to be favorites among TAWA voters, as every Jeep SUV won its category again this year."

"In addition, the Ram and Dodge brands also reclaimed titles."

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 S 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.

GM Sees Strong Sales in China and the U.S.

That's a lot of cars. GM sold 7.2 million vehicles globally in the first nine months of 2015.

The company posted sales increases in four of its five largest markets, with record sales in China and strong retail sales gains in the United States, said GM spokesman Jim Cain. Total sales were down 1 percent, due primarily to the company's previously announced decisions to strategically reduce its presence in certain markets, as well as difficult market conditions in South America.

"Our unwavering focus on the customer is paying off in our largest and most important markets as we execute one successful launch after another in the right segments," said GM President Dan Ammann. "At the same time, we have reacted quickly to challenging macroeconomic environments in other markets and have shown the discipline to exit situations where we see no long-term path to acceptable returns."

Examples of GM's recent success, Cain said, include:

- GM truck sales in North America were up 16 percent in the first nine months of 2015, driven by a 17 percent increase

in Chevrolet truck deliveries in the United States.

- Chevrolet had record crossover sales in North America in the same period, up 17 percent year over year.

- In China, crossovers like the Chevrolet Trax and Buick Envision represented more than 17 percent of sales by GM and its joint ventures in September, up from 6 percent a year ago.

- Cadillac had record sales in China with deliveries rising 12 percent to nearly 57,000 units.

GM is preparing to launch even more new trucks and crossovers during the next several months, including the all-new Cadillac XT5, a redesigned Chevrolet Silverado and a diesel-powered Chevrolet Colorado for North America, and the Baojun 560 in China.

Key car launches include the all-new Chevrolet Malibu and Cruze in North America and the Opel Astra in Europe.

Additional highlights, Cain said (vs. 2014), for the first nine months include:

- In the United States, Chevrolet has reported six consecutive months of retail sales and market share gains and has strategically

reduced sales to rental companies by more than 50,000 units through September.

- Opel/Vauxhall increased its European market share and grew sales in 19 countries, including Italy, Spain, France, the U.K. and Germany.

- Buick had record deliveries in China, with sales up 4 percent to nearly 670,000 units.

- Baojun had record sales, with deliveries rising 236 percent to more than 270,000 units.

- GMC's global sales increased 11 percent, and four of the brand's SUVs and pickup trucks – the Yukon, Yukon XL, Sierra and Canyon – have the highest average transaction prices of any vehicles in their respective segments in the United States, according to J.D. Power PIN estimates.

Cain said that in the third quarter of the year alone, among GM's largest markets, sales rose in the United States, the U.K. and Canada. And Opel/Vauxhall, Buick, Cadillac, GMC and Baojun all reported higher sales.

Additionally, Chevrolet had record crossover sales in the United States, up 24 percent, while Chevrolet U.S. truck sales increased 16 percent. Deliveries in South Korea were up 11 percent to a record of nearly 43,000 units.

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Tesla Pushes Autonomous Driving

DETROIT (AP) – Electric car maker Tesla Motors is leapfrogging competitors with a new autopilot system that lets cars change lanes by themselves.

Like other semi-autonomous systems already available from Mercedes, Audi and Volvo, Tesla's system automatically keeps the car within its lane and maintains a certain distance from the car in front, both at highway speeds and on city streets. It can find a parking spot and parallel park itself. It also uses cameras and sensors to warn drivers about potential side impacts.

But analysts say the lane-changing feature is an industry first. Tesla CEO Elon Musk said the system is also unique because it will constantly collect data from actual drivers and im-

prove itself. The system will note, for example, how quickly drivers can safely navigate a particular bend in the road or where stop signs are located.

"I think this is going to be quite a profound experience for people," Musk said last week in a conference call with media. "It will change people's perception of the future quite drastically."

Drivers need to keep their hands on the wheel, and the autopilot system will chime to remind them if they don't. Drivers – not Tesla – will be held liable if there's a crash, Musk said.

"We're being especially cautious at this early stage, so we're advising drivers to keep their hands on the wheel just in case," he said. "The software is very new."



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GM Dealerships Go GREEN with National Project

General Motors dealers are getting their feet wet in environmental science as a part of the company's growing watershed education program.

Employees from Ingersoll Auto of Danbury, the largest retailer of Chevrolet, Buick, GMC and Cadillac vehicles in Connecticut, mentored students from Reed Intermediate School in nearby Newtown in early October as they conducted water quality testing in local streams. The activity is part of the GM Global Rivers Environmental Education Network (GREEN), the longest-running conservation education program by any automaker.

Through GM GREEN, GM employees partner with local schools and conservation groups to mentor students through water-monitoring events, classroom visits and student-driven watershed improvement projects. Students retrieve, test and analyze water samples, then channel findings into a sustainable action plan addressing local water quality issues. Ingersoll is the first GM dealer to serve as a GM GREEN mentor.

"Our dealers' customer relationships extend far beyond the showroom," said Dan Adamcheck, Northeast regional director of Chevrolet sales and marketing. "Our Green Dealer Program recognizes their efforts to improve the local environment and engage the community."

GM introduced the Green Dealer Program in January to its dealerships across the U.S. that have proven environmental track records in energy efficiency, recycling, renewable energy use and community outreach, among other areas.

Used Subcompact Car Prices Fall Dramatically

According to *NADA Used Car Guide*, the pace of used vehicle depreciation accelerated considerably in September, as wholesale prices of vehicles up to eight years old fell by 3.4 percent compared with August.

The month's decline was nearly 1.5 percentage points more than August's 2 percent drop and moderately worse than *NADA Used Car Guide's* 3 percent high-end forecast.

Starting first with cars, prices for the subcompact car segment fell by a whopping 5.7 percent last month, which is among the biggest month-over-month drops ever recorded for the group. Subcompact car prices are now down 16 percent year-to-date – well above the market average of 11.3 percent – and second only to the luxury large car decline of 17 percent.

Utility and truck losses were generally in line with seasonal norms; however, they were also among the largest experienced in some time. For example, while other months have come close, the large pickup decline of 2.7 percent was the biggest monthly loss suffered since late 2009.

Volkswagen's admission to installing "defeat devices" software on nearly 500,000 diesel-equipped vehicles sold in the U.S. to circumvent government emissions regulations presents a series of negative implications for the automaker. High up on the list is the damage inflicted upon VW's used vehicle prices, both for affected diesel engine models and gas-powered models excluded from the scandal.

GM's average incentives per unit increased by 9.4 percent overall, but in actuality it only spent more per unit on its Chevrolet brand year-over-year.

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	TUES, WED & FRI	8:00AM-6:00PM			TUES, WED & FRI	7:00AM-6:00PM
	SATURDAY	10:00AM-3:00PM			SATURDAY	8:00AM-12:00PM

MSU Seeking STEM Faculty

EAST LANSING, Mich. (AP) – Michigan State University plans to recruit 100 new faculty members as part of an effort to boost key research areas.

The plans announced Oct. 15 are part of the newly launched Global Impact Initiative, which seeks to strengthen work in plant science; engineering; physical science; and science, technology, engineering and math education, also known as STEM.

The initiative also seeks to expand research in genomics, cybersecurity, computational science and precision medicine.

The priority research areas were developed from nearly 90 proposals submitted by Michigan State faculty members. Funding was approved by the school's Board of Trustees in 2014.

"This bold investment by the Board of Trustees will pay huge dividends by growing MSU's capacity for cutting-edge research," said MSU president Lou Anna K. Simon. "Targeting emerging areas of scholarship will leverage Michigan State's considerable strengths and enhance our reputation as a top-100 world research university."

Toyota Looks to Green Tech for Future

TOKYO (AP) – Toyota, under ambitious environmental targets, is aiming to sell hardly any regular gasoline vehicles by 2050 – only hybrids and fuel cells, to radically reduce emissions.

The automaker promised to involve governments, affiliated companies and other "stakeholders" in its push to reduce average emissions from Toyota cars by 90 percent by about 2050, compared with 2010 levels.

Electric cars weren't part of their vision, outlined by top Toyota Motor Corp. officials at a Tokyo museum on Oct. 15, striking a contrast with rivals such as Nissan Motor Co., which has banked on that zero-emissions technology.

Toyota's commitments come at a time when the auto industry has been shaken by a scandal at Germany's Volkswagen AG, in which it admitted it cheated on diesel emissions tests covering millions of cars.

Toyota projected its annual sales of fuel cell vehicles will reach more than 30,000 by about 2020, which is 10 times its projected figure for 2017.

Fuel cells run on hydrogen and

are zero-emissions. Toyota's Mirai fuel cell went on sale late last year. Toyota has received 1,500 orders for the Mirai in Japan, and it just went on sale in the U.S. and Europe.

Annual sales of hybrid vehicles will reach 1.5 million and by 2020 Toyota would have sold 15 million hybrids, nearly twice what it has sold so far around the world, it said.

Hybrids switch back and forth between a gasoline engine and an electric motor to deliver an efficient ride.

The Toyota Prius, which went on sale in 1997, is the top-selling hybrid, with about 4 million sold globally so far. Toyota is promising to develop a hybrid version in every category, including usually gas-guzzling sport-utility vehicles, as well as luxury models.

"You may think 35 years is a long time," Senior Managing Officer Kiyotaka Ise told reporters. "But for an automaker to envision all combustion engines as gone is pretty extraordinary."

Ise acknowledged some gasoline engine cars would remain in less developed markets, but only in small numbers.

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\$1415 total due at signing.
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FWD • SLE-1

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\$1,995 DOWN



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\$2791 total due at signing.
GM pricing plus tax, title & lic.
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1500 • 4WD • DOUBLE CAB

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24 MONTH LEASE FOR ONLY
10K PER YEAR
ATTENTION CURRENT BUICK/GMC LESSEE'S



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FWD

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\$599 DUE AT SIGNING
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FWD

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\$817 DUE AT SIGNING



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LEASE FOR \$189* 24 MO. \$999 DOWN	PURCHASE A 2015 FOR Stk. #B450168 \$22,623*										
LEASE FOR \$249* 24 MO. \$999 DOWN	PURCHASE A 2015 FOR \$34,168*										

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<p>2015 GMC YUKON XL 4WD SLE</p> <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	<p>2016 GMC ACADIA</p> <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*	<p>2015 GMC SIERRA DBL. CAB • 4WD ELEVATION EDITION</p> <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	<p>2016 GMC TERRAIN SLE-1</p> <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
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LEASE FOR \$128* 24 MONTHS \$999 DOWN	PURCHASE FOR \$31,709* LIST PRICE \$39,675										
LEASE FOR \$119* 24 MONTHS \$999 DOWN	PURCHASE FOR \$24,067* LIST PRICE \$27,725										

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<p>IMPALA LS 2016</p> <p>Stk. #460021</p> <table border="1"> <tr> <td>LEASE FOR 24 MONTHS \$199* \$999 DOWN</td> <td>PURCHASE FOR \$23,852*</td> </tr> </table>	LEASE FOR 24 MONTHS \$199* \$999 DOWN	PURCHASE FOR \$23,852*	<p>TRAX LS 2016</p> <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	<p>NEW CRUZE 2016</p> <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	<p>SILVERADO 2015 DBL. CAB 4WD LT</p> <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
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<p>MALIBU 2016</p> <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	<p>EQUINOX 2016</p> <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	<p>TRAVERSE LS 2016</p> <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*	<p>CAMARO 1LT COUPE 2015</p> <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*
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LEASE FOR 24 MONTHS \$149* \$999 DOWN	PURCHASE FOR \$22,457*										

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Cadillac, Fashion Industry Join Up, Create Collection

Expanding its footprint in men's fashion, Cadillac launched a specially curated capsule collection, expressed in 15 looks, chosen and styled by fashion icon Nick Wooster. The Cadillac Capsule Collection comprises pieces from the Fall/Winter 2015 collections of today's most influential emerging designers, many of whom showcase their work annually at New York Men's Day, which the brand has supported since its inception, said GM spokesman Eneuri Acosta.

The Cadillac Capsule Collection is available exclusively on Gilt.com/CadillacCapsule at full price as of Sept. 9, and includes select pieces from David Hart, Cadet and Ernest Alexander, unavailable at any other retailer. The Cadillac Capsule Collection ranges in price from \$59 to \$2,000.

This partnership with emerging talent represents Cadillac's continued commitment to platforms that elevate up-and-coming designers who are making waves in the industry through their daring approach to style and design, Acosta said.

Ford Investing \$1.8 Billion for China Market

BEIJING (AP) – Ford Motor Co. is investing \$1.8 billion to develop technologies aimed at attracting Chinese car buyers, underlining China's importance to automakers despite slowing sales growth.

The American automaker said Oct. 12 that it will expand its research and development center in the eastern city of Nanjing and work on autonomous driving, smartphone connectivity, more efficient powertrains and other technologies.

Global automakers see China as a key source of sales growth and are spending heavily to appeal to Chinese tastes. Some have broken with a strategy of selling the same models worldwide and are creating China-only vehicles.

Automakers are stepping up investment despite an unexpectedly sharp downturn in sales this year. In July, General Motors Co. announced a \$5 billion initiative with its main Chinese partner to develop vehicles to be sold in China, Brazil, India and Mexico.

Auto sales in China declined in August for a third straight month, contracting by 3.4 percent from a year earlier to 1.4 million vehicles. Ford's August sales declined by 3 percent to 79,608, while year-to-date sales were off 1 percent at just over 700,000.

Demand has been hurt by congestion in Beijing, Shanghai and other major cities that has made car ownership less attractive and by official efforts to curb traffic and smog by limiting the number of new vehicle registrations.

Ford said features it hopes to offer in China include introduction next year of SYNC 3, a system that allows hands-free control of phones, entertainment, climate control and navigation.

Ford said it will add a vehicle test center in Nanjing, expanding its ability to develop products in China.

The company has 10 manufacturing facilities in China. The Nanjing Research and Engineering Center employs 1,900 people and is one of eight global product development centers.

In April, Ford and a local partner said they would spend \$1.1 billion on a factory in China's northeast.