

October Sales Could Be Best Since 2001

DETROIT (AP) – The U.S. is speeding toward what could be a record year for auto sales.

Sales of new cars and trucks rose by double-digit percentages at most major automakers in October, and companies are raising their expectations for the rest of the year. Ford now expects total U.S. sales of 17.4 million this year, just topping the record of 17.35 million from 2001.

General Motors' U.S. sales rose almost 16 percent over last October. Ford reported 13 percent gains. Fiat Chrysler's were up nearly 15 percent. Volkswagen, mired in an emissions-cheating scandal, posted just a small gain.

The car-buying site TrueCar.com predicted that October sales would rise 11.4 percent to 1.4 million. That would be the best October since 2001, when zero percent financing offers after the Sept. 11 terrorist attacks pushed sales to 1.6 million, according to the LMC Automotive forecasting firm.

GM said sales have run at an annual rate of 17.8 million for the past six months, putting the year on track to break the annual record. And the pace likely won't slow as holiday promotions begin in November.

"It's going to be hard not to hit that record at this pace," said Jeff Schuster, senior vice president of auto sales forecasting for LMC Automotive, an industry consulting firm. Schuster said the industry roared back from weak sales in the early months of the year.

Sales have been greased by cheap financing, low gas prices and an improving economy. Schuster said buyers are using the extra cash to buy bigger vehi-



2015 Sierra Denali



2015 Ram 1500



2015 F-150

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GM Pontiac Engineer Sets Up Girls' STEM Training Clinic

by Jim Stickford

Cecilia Cogan had a mission. She wanted to encourage girls to go into STEM fields.

As a manufacturing engineer at GM's Powertrain Engineering Headquarters in Pontiac, Cogan had set up a session called WISE (Women In Science & Engineering) for Nov. 5.

The event is meant to educate girls on the potential a career in STEM has.

WISE got its start seven years ago at GM Defiance Casting in Ohio. Cogan said that she and some of her colleagues first came up with the idea after talking with young girls in Defiance. Cogan learned that the girls didn't receive a lot of support and counseling about starting careers in STEM fields.

When Cogan moved up to Pontiac Powertrain, she took the WISE idea with her. This year was the first time WISE has been held at Pontiac Powertrain.

"I'm originally from Brownsville, Texas," Cogan said. "I got my undergraduate degree from Texas A&M and my graduate degree from Kettering University.

"When I talked with girls in Defiance seven years ago, it was fair

to say that there wasn't a lot of support in place to encourage girls to go into STEM fields. I made it my mission to educate girls about their options and what they could do to realize their ambitions."

The end result of Cogan's and her colleagues' efforts was the WISE event. Female students from local middle schools spend a day at the Defiance facility. They are accompanied by "Star" students – girls in high school who have expressed an interest in STEM studies in college – as well as teachers and guides from GM.

The students then are separated into three groups. One group sees a film about STEM opportunities and gets to eat. The second group is given an engineering problem and the third group is given a tour of the GM facility, where at each stop there are activities the students may perform.

Cogan said one of the things they do when dividing students up into teams to work on the engineering problem is to take students from different schools and put them on the same team.

"We do this because we want

CONTINUED ON PAGE 4



Students, from left, Raine O'Ryan, Aracely Davilan and Gabrielle Garcia work on an engineering project with Cecilia Cogan.

Buicks Say, 'Color Me Tasty'

The designers at Buick take the expression, "food for thought," to heart.

Buick vehicle designers spend years perfecting their craft, said GM spokeswoman Lauren Coley Sawyer.

And they can come up with new designs by following their nose.

From the elegant simplicity of the local farmer's market to elaborate prix fare dinners on Instagram, Buick designers are using the universal appeal of good food to inspire color and trim choices, Sawyer said.

"Look no further than the

GM's UAW Employees Close To Ratifying 4-Year Contract

DETROIT (AP) – United Auto Workers union members at General Motors appear poised, just as this newspaper was going to press, to approve a new four-year contract with the company.

Workers at two union locals at a huge factory in Lordstown, Ohio, east of Cleveland, and at an SUV assembly plant near Lansing, voted for the deal on Nov. 6.

Glenn Johnson, president of one of two locals at the sprawling Lordstown complex that makes the Chevrolet Cruze, said 72 percent of 3,000 workers at the assembly plant voted yes.

The contract passed by an 1,100-vote margin, and Johnson said he's optimistic that's enough to win approval of the national contract.

In addition, 65 percent of 1,400 workers at an adjacent parts stamping plant also voted in favor, said local President Robert Morales.

Also on Nov. 6, the contract passed with 53 percent in favor at a factory with about 3,500 workers outside of Lansing that makes the Chevrolet Traverse and other SUVs, according to the union local's website.

Voting had been fairly close earlier in the week.

Johnson said 90 percent of the workers at his local cast ballots. At the stamping plant, 87 percent voted.

If approved, the four-year contract would cover 52,600 GM factory workers.

Like a previous contract ratified by Fiat Chrysler workers, GM's agreement would eliminate a two-tier wage system over eight years. GM currently pays

recent hires around \$15.78 per hour.

Under the new agreement, workers with four or more years of experience will make the top \$29 hourly wage within four years; workers with less experience would make between \$22.50 and \$28 in four years and top wages in eight years.

UAW President Dennis Williams had promised – and won – richer benefits from GM, which is a bigger and wealthier company than FCA. GM reported last month that it earned \$1.36 billion in the third quarter.

Ford/UAW Negotiations

As this newspaper went to press, Ford Motor Company released a statement, saying, "Working with our UAW partners, we have reached a tentative agreement for the next four years..."

Williams said lower-tier workers – who make up 20 percent of GM's hourly workforce – will now be eligible for traditional health care benefits. Both tiers of workers would get an \$8,000 signing bonus if they ratify the contract, higher than the \$3,000 and \$4,000 bonuses offered at Fiat Chrysler.

And the profit-sharing formula in GM's proposed agreement promises \$1,000 per \$1 billion of GM's North American profits. Fiat Chrysler is giving workers \$800 based on percentage gains in its North American margins.

GM's proposed contract also offers \$60,000 for up to 4,000 eligible employees who agree to retire next spring.

MCC is Hosting Veterans Day Events Nov. 11

In honor of Veterans Day and the men and women who have served their country, Macomb Community College (MCC) is holding ceremonies at both its Center and South campuses on Wednesday, Nov. 11.

Macomb will hold the concurrent Veterans Day ceremonies at the college's South Campus in Warren and Center Campus in Clinton Township beginning at noon. Ceremonies are open to the public and both will feature Posting the Colors by the Macomb College Police Department, performance of the Star Spangled Banner by a Macomb student who is a member of the college's show choir ensemble and Pledge of Allegiance led by a member of the college's Student Veterans Organization.

Additionally, through the Robinson Coleman Fund at the MCC Foundation, \$15,000 has been allotted to match gifts on a 1:1 basis that are made by Dec. 31, 2015, to the college's Veteran and Military Services. The funding will be used to grow the specialized resources vital to helping veterans successfully transition to civilian life and careers. Currently, nearly 900 active-duty military, veterans and their family members attend Macomb.

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Tech Center News

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Info@TechCenterNews.com

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MCC Hosts Clay Modeling Event For Students

Giuliano Zuccato, the clay modeler and artist who sculpted the design for the first-generation Ford Mustang, will talk about what led him to take up sculpture, how he got his job at Ford and what it was like to work on the design for the original “pony” car. His talk is scheduled for Nov. 11 at 7 p.m. at Macomb Community College in Warren.

In addition, at Modeling the Mustang: Hands-on Lessons for the Digital Age, prospective students will learn about digital and clay modeling from industry experts and find out how the Macomb’s digital sculptor certificate and associate degree programs can help prepare them for this in-demand career.

Zuccato will be joined by a panel of industry experts who can discuss what it’s like to work in digital and clay modeling today. The free event is at the S Building on Macomb Community College’s South Campus. Go to www.macomb.edu/dsevent to register online.

December Brings Special Events To Warren Library

A “Healthy Beverage Bar” presentation is scheduled for the Warren Library on Monday, Dec. 8 at 6 p.m.

Presenter Lisa Howard will discuss ways to make DIY sodas, teas, coffee, and holiday-themed drinks. “You can make ‘em and taste ‘em,” said Warren librarian Jennifer Lund. “Sample your own creations.”

Cost is \$3 at time of registration in person at the Civic Center Library. The program will be held in the Civic Center Conference Center. Those wishing to attend are asked to register in advance in person at the Civic Center branch of the library.

Lund said the library is also sponsoring a special dance later in December.

“On Thursday, Dec. 10, at 6 p.m. in the Civic Center Atrium, join us for a Sock Hop with the Magic Moments Band,” Lund said. “Listen and groove to the oldies’ beats of Magic Moments. Dress up in your ‘50s finest (optional) and enjoy this upbeat program before the holiday rush.”

Refreshments will be available for purchase. Lund asks that anyone interested call 586-574-4564 to register in advance.



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GM Employees Reduce Energy Use – At Work and Home

It’s National Energy Action Month. But General Motors is leveraging its 20-year partnership with the U.S. Environmental Protection Agency’s ENERGY STAR program to find more ways to reduce the energy intensity of its facilities and decrease its impact on climate change all year long.

About 75 percent of GM’s energy is consumed at its assembly plants, said GM spokeswoman Sharon Basel. All GM plants participate in ENERGY STAR’s Challenge for Industry program to find ways to use less energy and emit less carbon. GM now has 73 plants that have met the challenge by reducing energy intensity by at least 10 percent in five years or less.

Ten plants met the Challenge in 2015 for the first time, Basel said. Three were first-time achievers and seven found new ways to again reduce their energy intensity.

First-timers:

- Baltimore Operations (Maryland);
- Rochester Operations (New York);
- Spring Hill Assembly (Tennessee);

Repeat achievers:

- Arlington Assembly (Texas);
- Changwon Transmission (South Korea);
- Dongyue Transmission (China);
- Dongyue Assembly Plant (China);
- Jinqiao South Assembly (China);
- Tonawanda Powertrain (New York);
- Wentzville Assembly (Missouri).

“The way this process works,” Basel said, “is that sites set a baseline and then have five years to reduce energy consumption by 10 percent,” Basel said. “Once that 10 percent reduction is achieved, the new energy consumption level becomes the new baseline and the whole process starts over again. We’ve had facilities achieve 10 percent reductions three times, but none this year.”

Building on this success, GM is making its non-manufacturing facilities a focus of a new energy reduction campaign. The company is using ENERGY STAR’s “Bring Your Green to Work” initiatives to

educate employees about saving energy in the office.

These efforts aren’t just good for the environment, they’re good for GM’s bottom line, Basel said. Throughout its 20-year partnership with ENERGY STAR, GM’s U.S. facilities have realized \$435 million in energy savings by reducing energy intensity by 40 percent and carbon dioxide emissions by 41 percent.

Despite increased production throughout these facilities during the past two decades, the plants collectively are using less energy and thereby reducing use of carbon-emitting fossil fuels that power them, Basel said.

“With ENERGY STAR tools and resources, we’re continuing to find ways to reduce the energy at our facilities both new and old,” said Al Hildreth, GM’s global energy manager.

“The organization provides a unique networking of corporate partners and government agencies who share best practices. Together, we collaborate and find ways to mitigate climate change.”

GM Spring Hill Assembly Plant reduced energy intensity by 33 percent in just two years – the biggest energy savings among the company’s 2015 achievers. The facility installed variable frequency drives to make the most of pump and fan motors to better match the load size of heating and cooling needs. It also installed energy-efficient fluorescent lighting and LED fixtures throughout the plant.

GM Rochester Operations reduced energy intensity by 29 percent by upgrading heating units, reducing compressed air pressure, and adding motion-controlled lighting, energy-efficient windows, and next-generation manufacturing equipment using



Rochester Operations met the Challenge for Industry by reducing energy.

high-efficiency motors and variable-speed drives.

The plant also implemented a “Shut It Off” campaign, reminding employees to turn off energy-hogging equipment when not in use, Basel said.

“Shut It Off” became a catchphrase throughout the plant,” said Bob Randazzo, site utilities manager at Rochester Operations. “It encouraged all employees to get involved in energy savings.”

GM’s seven repeat achievers demonstrate there is always more to be done when it comes to energy conservation, Basel said.

The company is committed to reducing the energy and carbon intensity of its facilities by 20 percent by 2020 over a 2010 baseline.

Despite operating in severe winter climates, GM reduced both by 11 percent between 2010

and 2014 and is on track to meet its goal.

“These awards are a big deal for the sites that earn them,” Basel said. “In fact I’d go as far as to say it’s not the award so much as the achievement. Reducing energy consumption isn’t just done by the ‘energy’ people at a plant. It’s a team sport and everyone has to pitch in.”

And people do, Basel said, because they can relate to the importance of reducing energy consumption at work because people do it at home.

“At home, people know to do things like weatherproof their home and unplug their phone chargers when not in use because that saves them money,” Basel said. “They also understand that the less energy that is used the less an impact on global warming they have. They understand that and think it’s important.”

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Buick uses colors found in food to evoke warm feelings in customers.

Buicks Say, 'Color Me Tasty'

CONTINUED FROM PAGE 1

color," said Krysti Murphy, creative designer, Buick Color and Trim.

"When we look at that type of vegetable, we take the green tones and desaturate them, creating more of a silvery green by adding metallic flakes. This creates a richer, more wearable color."

If delicious-sounding vehicle colors whet a customer's appetite for a new car, well, that's the idea, Murphy said.

A study in September by automotive paint maker PPG Industries revealed 60 percent of consumers consider color in their purchase decisions.

"People make associations with particular hues based on personal experiences," said Sally Augustin, Ph.D., founder of Design with Science, and an environmental psychologist specializing in person-centered design.

"If you have had a positive experience with a particular food, you can develop positive associations with the colors that are clearly linked to that item, translating into preferences and use in creative projects."

In a world that's about living to eat as much as it eats to live, sharing photos of food on social networks is almost as popular as consuming what's shown, Murphy said.

Buick designers have more than 178 million images tagged #food on Instagram as their creative muse in the studio.

"We are developing our future vehicles with our customers' passions and interests in mind," said Cathy Black, lead designer, global Buick Color and Trim.

"We know our customers are passionate about food and hosting dinner parties for close friends and family."

GM Makes Changes in Top Leadership

Craig Glidden, GM executive vice president and general counsel, will assume responsibility for Global Public Policy and Corporate Sustainability, in addition to his role leading GM's legal staff.

The move was made public by GM CEO Mary Barra on Oct. 30. Barra also announced that Tony Cervone, GM senior vice president of Global Communications, will assume responsibility for the GM Foundation and corporate giving activities in addition to his communications responsibilities. Both assignments are effective immediately.

These changes were made after Bob Ferguson, senior vice president, GM Global Public Policy and chairman, GM Foundation, decided to leave General Motors, effective Nov. 1, to pursue external opportunities, including establishing his own consulting agency.

Ferguson joined GM in public policy in 2010 and later served as senior vice president, Global Cadillac, before returning to the public policy team in 2014.

"On behalf of the leadership team, I thank Bob for his significant contributions to GM," said Barra.

"Bob has been committed to strengthening GM's relationships with governments around the world, has provided strong leadership and counsel on a variety of public policy issues and has built a world-class team to lead our efforts going forward."

Said Ferguson: "Over the past



Craig Glidden



Tony Cervone

six years, I've gained great appreciation for the dedicated, hard-working people of General Mo-

tors. I'm confident the company is entering a new era of growth and success."

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Tesla Loses More Money

DETROIT (AP) – Tesla Motors’ net loss more than doubled to \$229.9 million in the third quarter as expenses and research costs rose and vehicle prices dipped slightly.

But investors cheered the news that the Palo Alto, Calif.-based electric carmaker expects to meet or exceed its target of producing 50,000 vehicles this year. Tesla’s loss, of \$1.78 per share, compares to a loss of 60 cents per share in the July-September period a year ago.

Tesla said, on Nov. 3, it delivered 11,603 vehicles in the third quarter, slightly ahead of its forecast and up from 7,785 in the same period a year ago.

Among those were a handful of new Model X SUVs, which the company delivered to the first customers at the end of September. Tesla said the average sell-

ing price of its other vehicle, the Model S sedan, declined slightly because it began offering a lower-priced variant with a smaller battery.

Revenue rose 10 percent to \$936.8 million. Tesla said its operating expenses rose 43 percent during the quarter and included \$52 million in stock-based compensation.

R&D costs declined from the second quarter as the Model X and Tesla’s new semi-autonomous Autopilot system went on the market, but they were up 32 percent from the same quarter a year ago. Tesla said its fourth vehicle, the lower-priced Model 3, is on track for an unveiling in late March. The company also spent \$392 million on capital projects, including expanding its Fremont, Calif., factory for Model X production.



Female students from the Pontiac school system learn about engineering at GM’s Pontiac Powertrain.

Pontiac Powertrain Has WISE Program

CONTINUED FROM PAGE 1

to get the message across that in science you have to work well with others even if you don’t know them.”

Every year, the engineering problem reflects a particular theme, Cogan said. This year, it’s safety, so students have to rig a dixie cup so that, when it’s dropped from a specific height, the marshmallow it’s carrying doesn’t go flying out. The teams have 30 minutes to develop their solution to that engineering problem.

“We started work on this event in January,” Cogan said. “There are 25 planners and an additional 30 volunteers who have been very generous in donating their time. We also work with the local schools.”

Cogan said that WISE students come from the local middle schools. When the project first got its start in Defiance seven years ago, it was aimed at high school students.

But, Cogan said, they found that by the time a student reached her sophomore and junior years, she already had a pretty good idea of where she was going academically.

“We’ve found that the ideal age to talk to female students about STEM is when they are in the sixth grade,” Cogan said. “Their minds are open to the ideas and they’re not too cool for school. If you want a STEM career, you have to start taking all the sci-

ence courses you can in high school, so it’s good to get to students before they start their freshman year.”

Cogan was joined by her friend, Mary Boyd, a quality manager at the aluminum foundry in Defiance who has worked on WISE at that facility. Boyd said she was pleased that WISE has spread beyond its place of origin.

“I was pleased to drive up here for the day,” Boyd said. “I must say I like watching what this idea is doing here. We put our heart and soul into WISE and we know what it can do to inspire children. Seeing the idea spread is very gratifying and very cool.”

Anne Nitoski, a teacher at International Technical Academy (ITA) in Pontiac, said she was very pleased to bring her students to the event.

“While I am a social studies teacher, I have been the robotics coach at ITA for 15 years,” Nitoski said. “I’ve seen how, with encouragement, girls can overcome their fears and really take to STEM. My daughter is on the robotics team and she loves it. I’ve seen what girls can do.”

Cogan agreed that encouragement helps girls. She has seen that at about the sixth grade, girls can start to lose their confidence in themselves. But encouraging them can help them realize that STEM is not just a “boy’s thing.”

“I have seen that, too,” Nitoski said. “Girls are told they’re weaker physically and sometimes

they seem to think that makes them weaker mentally. This program is great because it gives the opportunity to see just what they can do and how they can explore their options.”

Becky Yang, a senior at ITA, is one of the “Star” mentors that were on hand to talk and guide the younger students at the Nov. 5 event.

“I plan on majoring in either mechanical engineering or computer science,” Yang said. “I am looking at attending Kettering University.”

“My dad is a mechanical designer at Comau, which develops and produces process automation, manufacturing and service products. I’m inspired by his example and want to be a better engineer than him.”

“The message I want to give the girls I’ve met today is something Ralph Waldo Emerson said – ‘Nothing great was ever done without excitement.’”

“I want to help these girls get excited about the possibilities of science.”

Fiat Chrysler Goes Through Rough Third Quarter

DETROIT (AP) – Net income at Fiat Chrysler’s U.S. operations fell 89 percent in the third quarter as it set aside millions to pay for future safety recalls.

The Auburn Hills company says its net profit was \$70 million from July through September compared with \$611 million a year ago.

Fiat Chrysler US posted just over \$1 billion in one-time pretax charges, including an \$848 million adjustment for recalls and \$159 million for vehicles damaged in a Chinese port explosion last August.

Without the charges, the company would have had a modified operating profit of nearly \$1.3 billion, 34 percent higher than a year ago.

The company relied on its booming Jeep brand for worldwide sales and revenue increases. Revenue rose 5 percent to \$21.8 billion.

Vehicle sales worldwide for the unit, known as FCA US, rose to 737,000 for the quarter, up 4 percent. Jeep sells only SUVs, which are in high demand in the U.S. and worldwide as buyers pick them over sedans.

In July, FCA US reached agreement with the U.S. National Highway Traffic Safety Administration to buy back from customers more than 500,000 Ram pickup trucks and other vehicles in the biggest such action in U.S. history.

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Any Buick customer with an active OnStar subscription can now redeem the offer through the RemoteLink smartphone app or with the help of a live advisor, Fowle said.

The offer is part of OnStar AtYourService, a new platform that delivers something every day to drivers – from content like Audiobooks.com to location-based offers at local, regional and national retailers to hotel room booking services through priceline.com.

“Using connectivity to offer new value and services demon-

strates our innovative approach to customer service,” said Duncan Aldred, global vice president of Buick Sales, Service and Marketing.

“The features delivered through our 4G LTE connectivity platform have the potential to make every drive more productive or entertaining. This is not just technology installed just for technology’s sake.”

According to Maritz research data, Fowle said that Buick customers are 30 percent more likely to read books as a leisure activity than customers of other brands across the industry.

“Whether you are a morning commuter listening to the latest business book, a family listening to a book while driving on vacation, or a couple listening to a best seller on a weekend getaway, streaming audiobooks are a great way for drivers to discover a new favorite book while keeping their eyes on the road ahead,” said Ian Small, Audiobooks.com president and COO.

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Ford Robotic Testing Offered to Other OEMs

Sometimes you have something so good you can't help but share it.

That's why Ford is licensing robotic test driving technology to other automakers.

The industry-first technology saves time and spares human drivers from such physically demanding tasks as driving over curbs and through potholes in durability testing.

Ford engineers worked with Utah-based Autonomous Solutions Inc. (ASI) to further develop ASI's software and components that enable autonomous, robotic options of test vehicles. Now, other automakers are set to benefit from Ford's patented technology.

"This robotic testing kit is available to purchase directly from ASI immediately," said Chris Danowski, director of technology commercialization and intellectual property licensing at Ford Global Technologies.

"Several automotive OEMs have already placed orders to purchase systems for their own testing."

Robotic durability testing includes a control module installed in the test vehicle that controls vehicle steering. Ford-developed bell crank actuators control the throttle and brake pedals with a metal rod.

The module is set to follow a preprogrammed course, and the vehicle's position is tracked by cameras in a central control room and via GPS accurate to plus/minus one inch.

Should the vehicle stray from its course, engineers have the ability to stop it, course-correct as necessary, and restart the test. Onboard sensors can command a full stop if a pedestrian or another vehicle strays into the test vehicle's path.

Robotically driven vehicles are

expected to repeatedly perform tests on torturous surfaces with names like Silver Creek, Power Hop Hill and Curb Your Enthusiasm. These tests can compress 10 years of daily driving abuse into courses just a few hundred yards long, with surfaces that include broken concrete, cobblestones, metal grates, rough gravel, mud pits and oversized speed bumps.

The innovative technology is helping to ensure the all-new 2017 F-Series Super Duty is Built "Ford Tough," said Ford spokesman Sam Schembari. Super Duty has undergone the equivalent of years of abuse and durability testing in a short amount of time to ensure it will hold up to a lifetime of the hard work its owners expect.

Ford has granted a patent license to ASI, providing the company rights to incorporate and use its bell crank actuators in the systems ASI sells to other automakers and suppliers to test cars, trucks, buses and military vehicles.

"We're proud to work with Ford to help develop this technology and to be granted a license from Ford Global Technologies," said Mel Torrie, ASI's CEO.

"The enhancements we've made with Ford will improve the durability, reliability and performance of these systems – allowing for even more accurate testing and higher-quality vehicles."

While the technology has been developed by Ford, the company has decided to license it to other

OEMs to "create a safer work environment for test drivers, regardless of which manufacturer they work for, in order to improve the automotive industry as a whole," Schembari said.

In use since 2013, Ford's latest generation of robotic testing technology has seen significant improvements in reaction time and accuracy of the throttle and brake.

Patented new design changes simplify installation, resulting in reduced installation time.

Other changes enable fewer modifications to test vehicles and improved system performance with better component response. The system can quickly be deactivated, allowing a test engineer to gain control of the vehicle from the driver's seat.



Ford is licensing its robotic testing technology to other automakers to make safer vehicles on the road.

Dodge Viper – Street Legal and Track-Ready

"The new 2016 Dodge Viper ACR holds more track records than any other production car in the world."

Those words by Tim Kuniskis spelled out the primary reason for Dodge's pride in the car as the fastest street-legal Viper track car ever.

Kuniskis, head of Passenger Car Brands – Dodge, SRT, Chrysler and Fiat for FCA North America, added, "The SCCA has certified this fact, so now we know for a fact that it is."

"The beauty of the vehicle," said Fiat Chrysler spokesman Dan Reid, "is that it is adjustable and the suspension can be changed to fit the environment. So it can be set for street driving and then be adjusted for track driving."

"Our customers love the fact that this car is a track car that can be driven to the track, driven on the track all day and then be driven home on public streets. People don't have to haul this Viper to the track on a trailer."

Still, Reid said, the Dodge/SRT team wanted validation that the new Viper ACR is indisputably "the ultimate street-legal race car." So, beginning in October 2014, when development was in high gear, the new 2016 Dodge Viper ACR started its resetting of the record books by recording never-seen-before lap times at 13 tracks across the country, including world-famous Laguna Seca, Road Atlanta and Virginia International Raceway.

Dodge tapped its own SRT vehicle dynamics and development engineer Chris Winkler, aka "The Wolf," to take the wheel of the ACR and he delivered, setting 11 of the 2016 Viper ACR's 13 track records, Reid said. Winkler is an accomplished SCCA champion who has more than 20 years of

racing experience.

For the past seven years, he has led the dynamic development of the Dodge Viper, putting his extensive talent to work in developing the car.

For consistency, at the historic Laguna Seca Raceway in Monterey, Dodge teamed with champion racecar driver Randy Pobst, who owns dozens of Laguna Raceway track records, Reid said.

The result: Pobst ran the 2016 Dodge Viper ACR at Laguna to a new track record of 1:28:65. That record-setting time is 5.27 seconds faster than the previous-generation ACR's track record at Laguna and 1.24 seconds faster than his previous Laguna track record in the Porsche 918 Spyder (1:28:65 vs 1:29:89). That's the equivalent of 11 car lengths after just one lap at Laguna Seca.

Certified for public roads and engineered to wring every last hundredth of a second out of road course lap times, the 2016 Dodge Viper ACR, Reid said, combines the latest in aerodynamic, braking and tire technology.

The SRT engineering team that developed the 2016 Dodge Viper ACR, Reid said, is "well-stocked" with members who race their own cars, as well as learning from the factory-based racing Viper GTS-R that competed in the American Le Mans Series and IMSA United SportsCar Championship from 2012-2014, capturing the GTLM class driver and team championships in 2014.

For the new Viper ACR, the team focused its efforts on three areas: aerodynamics, chassis and tires to maximize grip, producing never-seen-before handling capabilities and unprecedented lap times.

The original Dodge Viper ACR was produced for the 1999 model

year and was based off of the second-generation Viper coupe, Reid said.

This model had suspension and engine enhancements focused on maximizing performance in road racing and autocross environments. Horsepower was bumped from 450 to 460 horsepower via a unique air filter and smooth air intake hoses. Curb weight was reduced by more than 50 pounds by stripping the audio system and removing other non-essential items, such as the fog lamps. The new stiffer, adjustable suspension removed another 14 pounds. This model also had an "ACR" badge and 20-spoke BBS wheels.

In late 2009, Dodge announced the non-street-legal Viper ACR-X, targeted at the grassroots racer, Reid said. Combining the best performance attributes of the record-setting, street-legal Dodge Viper ACR and the safety equipment of championship-winning Viper Competition Coupe, Dodge produced the non-street-legal racer that made its on-track debut in the summer of 2010 as part of Dodge Viper Cup spec racing series.

The 2010 Dodge Viper ACR-X was also powered by a 8.4-liter V-10, equipped with factory-installed headers, forged pistons and a low-restriction exhaust system that produced 640 horsepower (40 more than the production model).

The suspension also was tuned and upgraded specifically for on-track usage, while the weight was lightened by a full 160 pounds (versus the standard production Viper) to take on even the most challenging road course. Additional aerodynamic upgrades improved downforce, while enhancing stability and significantly im-



Tim Kuniskis introduces two 2016 Dodge Viper ACRs at the 2015 SEMA.

proving grip in high-speed cornering.

Similar to the Dodge Viper Competition Coupe, the Viper ACR-X contained factory-installed safety equipment, such as a factory-designed roll cage, fuel cell and race seat.

Having a track car like the Viper ACR makes sense, Reid said, because there are more and

Fallout From VW Diesel Scandal Keeps Growing

FRANKFURT, Germany (AP) – The fallout from Volkswagen's emissions-cheating scandal intensified Nov. 4, as investors bailed out and European regulators pressured VW to quickly disclose the findings of an internal investigation.

In the U.S., the company halted sales of seven models that allegedly were part of the cheating.

On Nov. 3, VW admitted that it had understated the carbon dioxide emissions for 800,000 cars, widening the scope of a scandal that has forced the ouster of a CEO and prompted investigations and lawsuits on several continents.

The company has been unable halt the flow of bad news since mid-September, when the U.S. Environmental Protection Agency said Volkswagen had installed software on 482,000 cars that enabled them to cheat on emissions tests for nitrogen oxide, a pollutant that contributes to smog and respiratory problems.

The software reduced emissions when the car was on a test stand.

Volkswagen acknowledged that 11 million vehicles with small diesel engines worldwide have the software – but only after denying its use for more than a year.

On Nov. 3, the EPA charged that Volkswagen also used cheating software in some cars with larger diesel engines, including Volkswagen's elite Porsche brand. Volkswagen has denied that claim, but over the past two days halted sales in the U.S. and Canada of the models involved: the Volkswagen Touareg, Porsche Cayenne, and the Audi A6, A7, A8, Q5 and Q7.

Olds Name on Highway Challenged

LANSING, Mich. (AP) – A proposal to rename Interstate 496 in Lansing city limits after a firefighter killed while collecting donations for charity would mean removing a designation for the namesake of Oldsmobile.

State Rep. Tom Cochran has filed a bill to rename the stretch of I-496 for fallen firefighter Dennis Rodeman, who authorities say died after he was intentionally hit by a pickup Sept. 9.

The current memorial designation for that part of the interstate is Olds Highway for Ransom E. Olds.

Cochran told the *Lansing State Journal* that he wanted to honor both men, but learned that the state would allow just one desig-

nation. Cochran is a former Lansing fire chief who hired Rodeman into the department, and said he proposed renaming the highway because it won't require address changes.

Daniel Thelen, president of a Lansing club for General Motors retirees, said the Olds name is critical to Lansing's automotive heritage. He said the name took a hit when the Oldsmobile division of GM folded in 2004.

"We've got to preserve that name," Thelen said.

"While I appreciate what Mr. Olds has done for Lansing, this is one way we could honor Dennis," Cochran said. "This was no disrespect to Mr. Olds or his family."

October Sales Best in Years

CONTINUED FROM PAGE 1

cles loaded with features. Sales of the eight-seat Cadillac Escalade, for example, rose 47 percent.

Automakers induced buyers further by offering incentives on outgoing 2015 models. TrueCar said the car companies spent 14.1 percent more than last October on cash-back promotions and other deals. Chevrolet was offering zero-percent financing for up to 72 months on a 2015 Camaro, while Toyota advertised \$2,000 cash back on a 2015 Avalon sedan.

The deals are expected to continue. On Nov. 3, Ford said it will offer no-haggle prices below the standard retail price on most vehicles through the end of this year. The discounts vary, but on a 2016 Ford Explorer, the starting price drops by \$1,121 to \$29,929.

Whether Ford's rivals will follow remains to be seen. Incentive spending usually declines in November and picks up again in December, but Mark LaNeve, Ford's U.S. marketing chief, said he's already seeing Black Friday car deals advertised on television.

"We're in a strong market, but it's a very competitive market with a lot of activity out there," he said.

LaNeve reassured investors that Ford won't spend more on incentives than it did in October, but will simply shift the money around.

Industry analysts worry that, as U.S. sales peak and eventually slow, automakers will fall into the trap they did a decade ago, resorting to heavy discounting in order to keep growing their sales. That lowered industry profits and slashed cars' resale values.

Fiat Chrysler reported sales of about 196,000, led by the booming Jeep brand with a 33 percent increase. Sales were just over 170,000 a year ago.

Pickup truck sales also helped

Fiat Chrysler sales grow. The company sold almost 41,000 Rams, a 3 percent gain over a year ago for FCA's top-selling vehicle.

Eric Lyman, TrueCar's vice president of industry analysis, says pent-up demand from the recession should peter out in the middle of 2016. After that, automakers could face a period of declining sales. Deals popping up over the next few months are one hedge against that.

"This is probably the first we're seeing automakers react to a possible decline in future demand," Lyman said.

Volkswagen offered \$2,000 to its customers last month to blunt the impact of its diesel emissions scandal, but the Volkswagen brand sold just 74 more cars in October than it did a year ago. VW's other brands, Audi and Porsche, saw little impact because the scandal mostly affected four-cylinder diesels in Volkswagens. Audi sales rose 17 percent in October.

That could change. The U.S. Environmental Protection Agency on Nov. 2 accused VW of cheating on six-cylinder Audi and Porsche models, a charge VW denies.

Among other automakers that reported Nov. 3:

- GM sold almost 263,000 vehicles last month, led by a 10 percent increase in sales of the Chevrolet Silverado pickup to nearly 52,000. Sales of the Chevrolet brand rose almost 18 percent for its best October in 11 years.

- Ford's sales jumped to nearly 214,000. The recently updated Edge SUV saw big gains, while sales of the sporty Mustang more than doubled. Ford's biggest seller, the F-Series pickup, rose 3 percent to 65,500.

- Fiat Chrysler saw its strongest October since 2001 with sales of about 196,000, led by Jeep's 33 percent increase.

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WAS \$34,900

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Stock #4430-16 • Deal #53282
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- 32 MPG on the Highway!

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- Power Vertical Driver's Seat Adjuster!
- Tilt and Telescopic Steering Column!
- 7" Color Touch Screen MyLink Radio!
- 36 MPG on the Highway!

Stock#G25952

Was \$24,660 Sale Price \$19,376*

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\$0 DOWN W/LEASE CONQUEST \$999 DOWN W/LEASE LOYALTY

2016 CRUZE "LT"

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- OnStar with 4G LTE with Built-in Wi-Fi hotspot!
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- Bluetooth for Phone! • Power Driver's Seat!
- 38 MPG on the Highway!

Stock#G25842

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24 MONTH LEASE: \$119* OR \$119*
\$0 DOWN W/LEASE CONQUEST \$999 DOWN W/LEASE LOYALTY

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- OnStar with 4G LTE with built-in Wi-Fi hotspot!
- 7" Color Touch Screen Radio!
- Steering Wheel Controls!
- 34 MPG on the Highway!

Stock#G26988

Was \$21,195 Sale Price \$16,053*

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BLACK FRIDAY SALES EVENT

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Stk. #B460460

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<h3>2015 BUICK ENCORE</h3> <p>Stk. #SRFS7J</p> <table border="1"><tr><td>LEASE FOR \$79* 24 MO. \$999 DOWN</td><td>PURCHASE FOR \$19,995*</td></tr></table>	LEASE FOR \$79* 24 MO. \$999 DOWN	PURCHASE FOR \$19,995*	<h3>2016 BUICK VERANO 1SD</h3> <p>Stk. #SWNV65</p> <table border="1"><tr><td>LEASE FOR \$109* 24 MO. \$999 DOWN</td><td>PURCHASE A 2015 1SL FOR \$21,370*</td></tr></table>	LEASE FOR \$109* 24 MO. \$999 DOWN	PURCHASE A 2015 1SL FOR \$21,370*	<h3>2016 BUICK LACROSSE 1SB</h3> <p>Stk. #50VW9J</p> <table border="1"><tr><td>LEASE FOR \$290* 39 MO. \$999 DOWN</td><td>PURCHASE A 2015 1SB FOR \$25,895*</td></tr></table>	LEASE FOR \$290* 39 MO. \$999 DOWN	PURCHASE A 2015 1SB FOR \$25,895*	<h3>2016 BUICK ENCLAVE CONVENIENCE</h3> <p>Stk. #B560137</p> <table border="1"><tr><td>LEASE FOR \$244* 36 MO. \$999 DOWN</td><td>PURCHASE FOR \$34,002*</td></tr></table>	LEASE FOR \$244* 36 MO. \$999 DOWN	PURCHASE FOR \$34,002*
LEASE FOR \$79* 24 MO. \$999 DOWN	PURCHASE FOR \$19,995*										
LEASE FOR \$109* 24 MO. \$999 DOWN	PURCHASE A 2015 1SL FOR \$21,370*										
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LEASE FOR \$244* 36 MO. \$999 DOWN	PURCHASE FOR \$34,002*										

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<h3>2016 GMC YUKON 4WD SLE</h3> <p>Stk. #560733</p> <table border="1"><tr><td>LEASE FOR \$439* 36 MONTHS \$999 DOWN</td><td>PURCHASE A 2015 XL 4WD SLE FOR \$46,279*</td></tr></table>	LEASE FOR \$439* 36 MONTHS \$999 DOWN	PURCHASE A 2015 XL 4WD SLE FOR \$46,279*	<h3>2016 GMC ACADIA SLE-1</h3> <p>Stk. #STTMBK</p> <table border="1"><tr><td>LEASE FOR \$249* 39 MONTHS \$999 DOWN</td><td>PURCHASE FOR \$29,808*</td></tr></table>	LEASE FOR \$249* 39 MONTHS \$999 DOWN	PURCHASE FOR \$29,808*	<h3>2016 GMC SIERRA ELEVATION EDITION 1500 • 4WD DBL. CAB</h3> <p>Stk. #G553257</p> <table border="1"><tr><td>LEASE FOR \$128* 24 MONTHS \$999 DOWN</td><td>PURCHASE FOR \$31,709*</td></tr></table>	LEASE FOR \$128* 24 MONTHS \$999 DOWN	PURCHASE FOR \$31,709*	<h3>2016 GMC TERRAIN SLE-1</h3> <p>Stk. #G560659</p> <table border="1"><tr><td>LEASE FOR \$119* 24 MONTHS \$999 DOWN</td><td>PURCHASE FOR \$24,066*</td></tr></table>	LEASE FOR \$119* 24 MONTHS \$999 DOWN	PURCHASE FOR \$24,066*
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LEASE FOR \$128* 24 MONTHS \$999 DOWN	PURCHASE FOR \$31,709*										
LEASE FOR \$119* 24 MONTHS \$999 DOWN	PURCHASE FOR \$24,066*										

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	<h3>CAMARO 1LT COUPE 2015</h3> <p>Stk. #450761</p> <p>PURCHASE FOR \$22,457*</p>	<h3>TRAX LS 2016</h3> <p>Stk. #STBXP</p> <p>LEASE FOR 24 MONTHS \$49* \$999 DOWN</p> <p>PURCHASE FOR \$16,620*</p>	<h3>TRAVERSE LS 2016</h3> <p>Stk. #560275</p> <p>LEASE FOR 24 MONTHS \$169* \$999 DOWN</p> <p>PURCHASE FOR \$26,666*</p>

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GM Honors U.S. Veterans with Special Rebates

Beginning Nov. 3 through Jan. 4, 2016, more than 23 million veteran U.S. military personnel and their spouses can join active duty, reserved and retired service personnel in receiving the GM Military Discount on eligible Chevrolet, Buick and GMC models, said GM spokesman Tom Rippinger.

“As current and former members of our armed forces celebrate Veterans Day and the holidays with their families, we want to show our appreciation for their service,” said Steve Hill, GM vice president of U.S. sales and service.

“Working with key partners like Building for America’s Bravest, Hiring Our Heroes, and the Achilles Freedom Team, we hope to do even more to continue GM’s 100-year legacy of commitment to the brave men and women of the U.S. military.”

First offered in 2008, the GM Military Discount, Hill said, features pricing below the suggested retail price for eligible vehicles. Typically, the program is available only to active-duty, reserves, retirees and veterans and spouses within a year of discharge. The expanded program extends the discount regardless of separation date.

The GM Military Discount is one way GM continues to support the U.S. military, Hill said. Forged when its factories were transformed into the Arsenal of Democracy during World War II, GM’s commitment to hiring and helping veterans, said Hill, is stronger than ever.

In 2015, GM was recognized by *G.I. Jobs*, *Military Spouse*, *Military Times* and the State of Michigan for strong support of its more than 5,000 employees who are veterans.

Batmobile Creator Barris Dies at 89 In Los Angeles

LOS ANGELES (AP) – George Barris, the legendary custom car builder who created television’s original Batmobile and helped define California’s car culture with colorfully designed vehicles ranging from the stunningly beautiful to the simply outrageous, died Nov. 5. He was 89.

Barris, who had been in declining health, died at his Los Angeles home with his family by his side, said Edward Lozzi, his longtime publicist and friend. No cause of death was given.

Barris customized cars and buses for TV shows, movies, celebrities and heads of state and was a pioneer in designing small, plastic models of those customized cars. The models popularized his wildly imaginative vehicles all the more when they were assembled by millions of American youngsters in the 1950s, ’60s and ’70s.

“He was the man who started the American pastime for Baby Boomers,” Lozzi said.

For decades, Barris worked out of a shop in a modest North Hollywood neighborhood, just down the street from Universal Studios. Passers-by would often be startled to see the Batmobile or another stunning vehicle sitting inside the shop and to meet Barris if they strolled in to check it out.

Barris also worked on The Munster Koach for the 1960s TV show, “The Munsters,” and “Black Beauty,” the car Bruce Lee used in the TV show, “The Green Hornet.”

He also customized cars for numerous well-heeled private collectors, Lozzi said, as well as buses for traveling rock musicians.