



Ram Truck is again working with FHFH to raise awareness of hunger in the United States.

## Ram Truck Ads Focus on Feeding Hungry

Ram Truck will once again shine the spotlight on the need to address hunger in this country as the brand launches a new campaign celebrating the outdoor lifestyle and raising awareness of the mission of Farmers and Hunters Feeding the Hungry (FHFH), an organization that enables hunters to donate a portion of their hunt to the less fortunate.

The new marketing campaign includes television, print, digital and social media components, all

targeting outdoor enthusiasts and promoting a current movement among hunters to assist with hunger issues in their communities, said Fiat Chrysler spokeswoman Eileen Wunderlich.

The ads carry the hashtag #RamHuntsHunger and drive viewers to RamTrucks.com/outdoorsman to learn more, Wunderlich said. They will run in network and cable programming and print publications with large outdoor lifestyle audiences such

as the TV shows, "Ridge Reaper" and "Ducks Unlimited," as well as *Field & Stream* and *American Hunter* magazines.

Ram social media sites and those of many of Ram's marketing partners, such as Drury Outdoors and Mossy Oak, will also promote the message, Wunderlich said.

"Ram has a history of using its marketing voice to connect with audiences in relevant and

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## Wind Still Blows Hard – But On a Smaller \$30M Scale

by Jim Stickford

It's been said that great things come in small packages. And that's the idea with GM's new Reduced Scale Wind Tunnel, which had its official public debut at the automaker's Tech Center in Warren Nov. 10.

Ken Morris, vice president of Global Product Integration, said the new wind tunnel represents a \$30 million GM investment.

"We've done this in response to the upcoming fuel and emissions standards," Morris said.

"This new wind tunnel allows us to do more and more aerodynamics testing early and lets us work with designers so we can have the most beautiful vehicles possible while improving efficiency.

"We view the new \$30 million reduced-scale wind tunnel as an investment toward a better, more energy-efficient future."

And the new reduced-scale wind tunnel also helps GM improve its Computer Aided Design (CAD) capabilities. It's faster to move from a CAD to a 40 percent scale model that can be tested in the new wind tunnel.

Scott Miller – director of Global CO2 Strategy, Energy, Mass & Aerodynamics – said there are three ways to improve mileage

and reduce emissions. The first is by improving a vehicle's aerodynamics. The second is by lightweighting, and the third is through improvements to the powertrain.

The new tunnel will help GM with the aerodynamics. The goal is to reduce drag, Miller said. The less drag, the better the mileage. The better the mileage, the less emissions.

"Drag is how well a vehicle slices through the air," Miller said. "We measure it two ways. The first is with Computational Fluid Dynamics. The second is with a wind tunnel."

By having a wind tunnel that can test 40 percent scale model vehicles, GM is able to save a lot of time.

When asked why they don't use CAD to measure drag, Miller said they do, but eventually you have to test a solid object in the real world.

"It's very complicated determining the drag co-efficient," Miller said. "All sorts of things affect it, including the shape of the windshield wipers to the shape of the wheel well."

Efficient cars are only part of the sales equation, Miller said.

CONTINUED ON PAGE 2

## UAW-Ford Employees Vote Soon to Ratify

DETROIT (AP) – The United Auto Workers' proposed contract with Ford Motor Co. – approved Nov. 9 by local union leaders – is the richest of the Detroit Three, with a promise of \$10,250 in bonuses for most workers this year alone.

The union released details of the agreement Nov. 9. Workers must now vote to ratify it. The four-year deal covers 53,000 workers at 22 U.S. plants.

The Ford deal was reached as General Motors Co. workers await word on the fate of their

own contract. The UAW said Nov. 6 that 55.4 percent of GM workers overall voted in favor of the deal, including 58 percent of production workers. But almost 60 percent of skilled trades workers voted no.

The union is now meeting with those workers to find out why they rejected the deal. The discussions could lead to changes in the parts of the contract that affect those workers.

Fiat Chrysler workers approved their new contract late last month after rejecting the

automaker's first offer.

Like agreements at GM and Fiat Chrysler, Ford's deal would eliminate the two-tier wage system the union agreed to in 2007 when the companies were near bankruptcy.

Ford 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

CONTINUED ON PAGE 2

## Ford Plans to Launch 30 New Vehicles in Mid-East, Africa

Ford Motor Company on Nov. 9 said it plans to accelerate new vehicle introductions in Middle East & Africa, leveraging the company's One Ford global portfolio and targeting opportunities for growth in the car, utility and truck segments.

Speaking on the eve of the Dubai International Motor Show, Ford said it plans to launch at least 30 new vehicles by 2020 in Middle East & Africa as part of a new regional strategy.

Ford's product push will start quickly with eight new vehicles throughout Middle East & Africa by the end of next year, said Ford spokeswoman Sue Nigoghossian, including the following that will be shown at the Dubai show:

- The Ford GT super sports car, which made its regional debut in Dubai last week.

- The new Shelby GT350 Mustang. The Middle East is one of the biggest Mustang markets outside of North America, Nigoghossian said.

- The all-new 2016 Ford Edge SUV that launches next year in MEA.

- The new 2016 Ford Explorer SUV, which is launching this month in the Middle East.

- The new 2016 Ford Ranger pickup, which is Ford's best-selling vehicle in MEA and produced in Silverton, South Africa, Nigoghossian said.

- The new 2016 Ford Figo compact car, which is currently launching in MEA.

"Middle East & Africa is one of the world's most exciting and growing vehicle markets and we are moving very quickly to expand our range with exciting



Jim Farley

cars, utilities and trucks," said Jim Farley, Ford executive vice president, and president of Europe, Middle East & Africa.

"We are passionate about meeting the diverse wants and needs of the customers in this region – and that's how we are going to profitably grow in 2016 and beyond."

The product and technology acceleration comes two years after Ford announced the formation of its Middle East & Africa region at the Dubai Motor Show in November 2013, Nigoghossian said. Since then, Ford has consolidated the sub-regions of Middle East, North Africa, Sub-Saharan Africa and South Africa, into a single business unit.

As part of its long-term strategy, Nigoghossian said Ford MEA is strengthening every aspect of its business, including:

- Opening 35 new dealerships in the next two years;

CONTINUED ON PAGE 2

## Cadillac Unveils Luxury Crossover XT5

The public got its first look at GM's upcoming 2017 Cadillac crossover when, on Nov. 9, the company debuted the first-ever 2017 Crossover Touring 5 (XT5).

It is a comprehensively upgraded luxury crossover and the cornerstone of a new series of crossovers in the brand's ongoing expansion, said Cadillac spokesman Donny Nordlicht. The first-ever XT5 premieres this month at the Dubai and Los Angeles auto shows and begins production in the U.S. and China in spring 2016.

Cadillac crossovers will wear the "XT" designation, a key aspect of the brand's product-driven global growth plan, Nordlicht said.

"The all-new XT5 not only enters the most popular segment in the worldwide luxury auto market, it is the first of four new crossovers from Cadillac," said Cadillac President Johan de Nysschen.

"It's pivotal to our ongoing growth, which is why we've developed XT5 from the inside out

to provide customers more space, more technology, more luxury and more efficiency."

The new luxury crossover joins Cadillac's lineup immediately following the new range-topping CT6 Sedan, as the brand enters a new phase of product growth, de Nysschen said. The Cadillac XT5 is completely new, residing on a unique chassis and structure.

Cadillac's new crossover is meant to embody the company's expertise for lightweight and agile driving dynamics, de Nysschen said. The new XT5 is 278 pounds lighter than the current SRX, and 100 pounds lighter than the Audi Q5 – despite the Cadillac being seven inches longer. The new XT5 is more than 650

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2017 Cadillac Crossover Touring 5 (XT5)

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## Ford will Launch 30 New Vehicles In Mid-East, Africa

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- Improving customer experiences;
- Further tailoring global vehicles to the needs of MEA markets;
- Improving its distribution strength and capability;
- Identifying efficient sourcing opportunities for global and regional production;
- Building and developing its regional organization;
- Building and developing its vehicle finance operation;
- Improving cost of ownership and spare parts availability throughout the region.

"It's an incredibly exciting time for Ford in this growing region," said Jim Benintende, president of Ford Middle East and Africa. "We are committed to serving customers in this region with the very best of Ford, and this will drive growth and profitability."

The total Middle East and Africa car market is expected to grow 40 percent by the end of the decade to 5.5 million vehicles, Benintende said. The company expects its sales in Middle East and Africa to outpace industry growth.

"Middle East & Africa spans 67 markets from Saudi Arabia to South Africa, and from Nigeria to Kenya, so customer tastes are as diverse as our markets," Benintende said. "Thanks to our One Ford plan, we can offer vehicles and technology that customers want and value, tailored to the needs of our markets."

Since the creation of its MEA region in 2014, Nigoghossian said the company has expanded its business throughout the region.

Executive Chairman Bill Ford helped inaugurate Ford's MEA region with the 50th anniversary Mustang reveal on top of Dubai's Burj Khalifa, the world's tallest building.

## UAW-Ford to Vote Soon to Ratify

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would make between \$22.50 and \$28 in four years and top wages in eight years. Top-tier workers also would get their first raises in a decade.

But the union looked for even more from Ford, which made more money than GM or Fiat Chrysler last year and reported a record North American third quarter profit of \$2.7 billion.

"It is one of the richest agreements in the history of UAW-Ford," the UAW's chief Ford negotiator, Jimmy Settles, said last week.

Most Ford workers would get an \$8,500 signing bonus and \$1,750 in additional bonuses once the contract is ratified. GM workers would get an \$8,000 signing bonus, while Fiat Chrysler workers would get \$3,000 or \$4,000.

# Wind Still Blows Hard – But on a Smaller \$30M Scale

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"Today's buyers also want vehicles that have style and are beautiful.

"We have to strike a balance between design aesthetics and efficiency," Miller said. "This site helps us achieve that. As I said, there are three ways to improve mileage and reduce emissions. Improving aerodynamics is the easiest and least expensive."

It takes a lot of time, effort and money to lightweight vehicles through the introduction and creation of new materials, Miller said. The same goes with developing new powertrains. GM's study of the metrics shows that aerodynamic improvements are the most cost-effective methods. But GM will have to use all three methods of improving vehicle efficiency to meet upcoming federal standards.

And the new reduced-scale wind tunnel also has an adjustable belt that acts as a road, said Nina Tortosa, senior aerodynamicist and Wind Tunnel Operations engineer.

"It's easy to have air flow over a scale model," she said. "But in real life, air flows under a vehicle as it travels as well. So having a special belt that can mimic the conditions of a road and allow air flow under a car is a great advantage."

Creative sculptor Bailey Sisoy Isgro said being able to complete final sculpting of models in a room right next to the reduced-scale wind tunnel saves time.

"And it's a lot easier and faster to make changes to clay models when they're reduced in scale," Isgro said, "when compared to full-sized test vehicles."

Tortosa said that the scale models weigh about 450 pounds and have to be moved to and from the testing stage with a crane. She said the wind tunnel is used to measure aerodynamic features only. It is not a climate-control chamber.

When asked about just how much efficiency could be gained by eliminating sideview mirrors and replacing them with cam-

eras, Miller said the improvements to co-efficient drag would be considerable and that costs, given the fact that just about all cars today come with a view screen, are reaching the point where eliminating sideview mirrors would not add any additional expense to a vehicle.

The real hurdle to that scenario, Miller said, is regulatory. He was also asked why they can't use computers for everything.

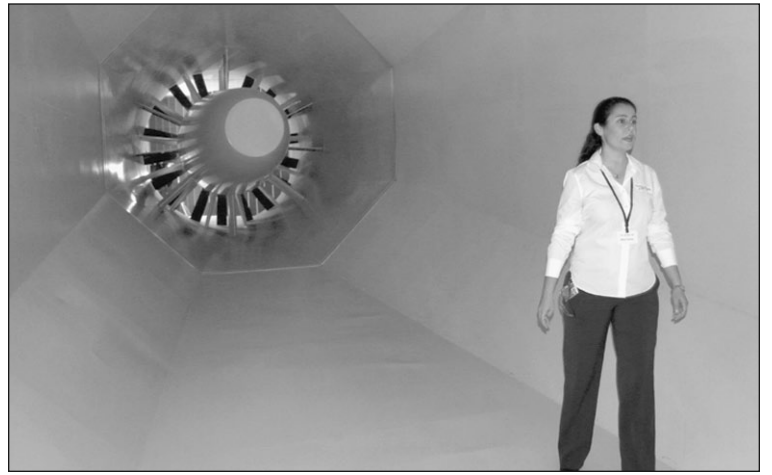
Miller said they do, but those computations take virtual models to scale models. It's also easier to judge a vehicle's look with a real scale model, and eventually, a full-scale model.

Jeff Bordner – Engineering Group manager, GM Aerodynamics Laboratory – said that what makes the reduced-scale wind tunnel special in the auto industry is that it is part of a larger aerodynamics complex. So designers and engineers can make minute changes on a scale model, test those changes and walk the results right over to the full-scale wind tunnel. That kind of convenience should not be underestimated in the design process, Bordner said.

Morris said that in addition to building the reduced-scale wind tunnel, GM will be upgrading its full-scale wind tunnel at the Tech Center, which first went into operation in 1980.

Construction is expected to begin next November and will take about a year. During that time, GM has made arrangements to use Lockheed Martin's wind tunnel in Atlanta.

"Demand for wind tunnel



GM's reduced-scale wind tunnel's turbine with engineer Nina Tortosa.

space is greater than ever," Morris said. "Every model we have will have to have its aerodynamics improved. Having a reduced-scale wind tunnel will help us keep up with the demand."

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## Fiat Chrysler Vehicles Earn High Honors

The automotive editors at *Consumer Guide* awarded three FCA U.S. vehicles the 2016 Best Buy distinction.

Dodge Durango earns the Best Buy Award in the Large SUV segment for the fourth consecutive year, the Jeep Renegade secures the Best Buy Award among Subcompact SUVs and Ram 1500 captured the Best Buy Award for Large Pickup Trucks for the eighth straight year, said Fiat Chrysler spokesman Berj Alexanian.

"We are pleased to recognize FCA's enduring success in the Large SUV and Large Pickup Truck classes," said Tom Appel, publisher of *Consumer Guide Automotive*. "We are equally pleased to award the newest Jeep

crossover Best Buy status for 2016."

*Consumer Guide Automotive* editors thoroughly evaluate more than 150 new cars, trucks, minivans and SUVs sold in America and select the top ones in each class as Best Buys.

The editors analyze, compare and evaluate numerous vehicles by extensively testing all major models available in the United States. According to *Consumer Guide Automotive*, a vehicle does not become a Best Buy based solely on objective ratings; Best Buys also distinguish themselves as good values compared to other vehicles in their class.

Since 1967, Alexanian said *Consumer Guide* has published authoritative, objective reviews

of new and used cars and trucks. Its staff of full-time automotive editors boasts more than 100 years of combined automotive experience.

*Consumer Guide's* singular focus is to make car shopping easier for consumers, said Alexanian. *Consumer Guide* editors provide professional, unbiased evaluations of nearly 1,500 new and used vehicles, as well as expert shopping advice and insightful automotive editorials. *Consumer Guide* is based in Lincolnwood, Ill. It is published by Publications International, Ltd.

Editors wrote that the 2016 Jeep Renegade "delivers class-leading off-road capabilities when properly equipped, along with refined on-road handling



*Consumer Guide* called the 2016 Jeep Renegade a "Best Buy."

and a fun, stylish character."

They noted that while acceleration is so-so with the base 1.4-liter engine, the 2.4-liter's 9-speed automatic transmission is slow to downshift, and rear-seat

legroom is a bit tight for adults overall the Renegade's spunky styling, off-road potential, eye-grabbing paint-color palette, and broad range of personalization options make it stand out.

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### Ram Truck Ads Focus on Feeding The Hungry in U.S.

CONTINUED FROM PAGE 1

meaningful ways to make a difference," said Olivier Francois, chief marketing officer, FCA - Global.

"With the purposeful call-to-action in our new outdoor enthusiast campaign, Ram hopes to inspire and activate the passion of our truck owners to help fight hunger."

The #RamHuntsHunger initiative is designed to remind people - especially farmers and hunters - that 49 million Americans struggle to put food on the table and that we all have the ability to help, Francois said.

FHFH oversees a national network of meat processors and food banks and, by raising awareness of the organization's mission, Ram is hoping that hunters will consider donating their harvests to benefit those in need.

The organization reach includes more than 115 chapters across 30 states.

"Some of Ram's most passionate fans are huge hunting enthusiasts," said Bob Hegbloom, head of Ram Brand, FCA - North America.

"Truck owners and outdoor enthusiasts are always willing to lend a helping hand, which is why Ram is heightening awareness of one of the ways they can give back to their local communities this time of year."

The television creative executions include 60-second "Stay Inside" and 30-second "Small" ads featuring Ram 2500 Outdoorsman and Ram 2500 PowerWagon trucks.

Two 30-second spots, "Donate" and "Landscape," specifically promote the cause and tell viewers how to participate, Wunderlich said. Print ads target outdoor enthusiasts and one promotional layout explains the program.

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| <b>2016 JEEP CHEROKEE LATITUDE 4x4</b><br>#J6-70018 | LEASE FOR \$95**  | 27 Mos. \$1095 due |
| <b>2016 CHEROKEE LIMITED</b><br>#J6-70057           | LEASE FOR \$105** | 27 Mos. \$1995 due |

**2015 JEEP RENEGADE LATITUDE**  
#J5-80067
 LEASE FOR \$109\*\* | 27 Mos. \$1995 due |

**2015 JEEP RENEGADE LATITUDE 4x4**  
#J5-80076
 LEASE FOR \$133\*\* | 27 Mos. \$1995 due |

**2015 JEEP RENEGADE LIMITED**  
#J5-80147
 LEASE FOR \$168\*\* | 24 Mos. \$1995 due |

**LAREDO 4x4**  
#J5-10603
 LEASE FOR \$147\*\* | 24 Mos. \$1795 due |

**2015 Grand Cherokee Lease Specials!**

**LIMITED 4x4**  
#J5-10613
 LEASE FOR \$239\*\* | 27 Mos. \$1995 due |

**2015 DODGE CHARGER SXT AWD**

LEASE FOR \$129\*\*

24 Mo 1 PAY LEASE \$4799\*\*

36 Mos. \$1995 due #D5-70079

**\$1500 HUVAERE BONUS CASH!**

|   |                    |
|---|--------------------|
| <b>2015 GRAND CARAVAN SE</b><br>#D5-40069 | LEASE FOR \$13,284 |
| <b>2016 GRAND CARAVAN SE</b><br>#D6-40536 | LEASE FOR \$17,133 |
| <b>2016 GRAND CARAVAN RT</b><br>#D6-40527 | LEASE FOR \$22,298 |

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|   |                     |
|---|---------------------|
| <b>2015 SAHARA 2 DR.</b><br>#J5-30063               | SALE PRICE \$30,296 |
| <b>2015 WRANGLER UNLIMITED SAHARA</b><br>#J5-30203  | SALE PRICE \$32,848 |
| <b>2015 WRANGLER UNLIMITED RUBICON</b><br>#J5-30196 | SALE PRICE \$38,580 |

**2015 DODGE CHARGER SXT AWD**

LEASE FOR \$129\*\*

24 Mo 1 PAY LEASE \$4799\*\*

36 Mos. \$1995 due #D5-70079

**\$1500 HUVAERE BONUS CASH!**

|  |                   |
|--|-------------------|
| <b>2015 DURANGO SXT AWD</b><br>#D5-30063     | LEASE FOR \$219** |
| <b>2015 DURANGO CITADEL AWD</b><br>#D5-30062 | LEASE FOR \$349** |

### Bosch Receives Award from CES For Haptic Tech

A touch screen with haptic feedback developed by Bosch was honored with the "Consumers Electronics Show (CES) 2016 Innovation Award" in the "In-Vehicle Audio/Video" category on Nov. 10.

Products entered in the CES Innovation program are judged by a panel of independent industrial designers, engineers, and members of the media to honor outstanding design and engineering in cutting-edge consumer electronics products across several categories, said Bosch spokesman Stephan Kraus.

The special feature of the touch screen: thanks to haptic feedback, users can operate infotainment applications such as navigation, radio, or smartphone functions interactively.

The keys displayed on the touch screen have the feel of realistic buttons so that it is often possible for users to find their way around the keyboard without looking while operating the applications.

They can keep their eyes on the road for much longer periods, substantially enhancing safety while driving, Kraus said.

"The new touch screen combines the simple operation of mechanical buttons with the advantages of a touch screen, significantly enhancing ease of operation," said Manfred Baden, president of the Bosch Car Multimedia division. "The innovative technology offers everything that is required to ensure its fast success on the market."

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# Colorado Earns Top Spot In Fuel Mileage Category

In an era where fuel efficiency is prized and pickup trucks are among the hottest sellers in the auto industry, GM has some good news for fans of the Colorado.

Chevrolet, on Nov. 9, confirmed that the 2016 Colorado two-wheel drive with the Duramax turbo-diesel will be the most fuel-efficient pickup in America, offering an Environmental Protection Agency-estimated 31 mpg highway fuel economy.

The EPA-estimated highway fuel economy for 2016 Colorado four-wheel drive diesel is 29 mpg, said GM spokesman Otie McKinley.

The EPA has issued a Certificate of Conformity for the Chevrolet Colorado Duramax diesel.

The agency expressed no issues or concerns following its recent extensive testing and evaluation of the emission control system on the Colorado Duramax diesel, McKinley said.

With the Colorado's 21-gallon fuel tank, the 2WD model offers an estimated maximum highway range of 651 miles per tank.

"The Colorado Duramax diesel is in a league of its own," said Sandor Piszar, director of Chevrolet Truck Marketing. "Colorado's gas models already led the segment in fuel efficiency, and the new diesel - which no other non-GM competitor offers on a midsize truck - gives customers even greater freedom to go where they want with fewer fill-ups."

The 2016 Colorado diesel 2WD offers an EPA-estimated 22 mpg city and 25 mpg combined. The 4WD model offers an EPA-estimated 20 mpg city and 23 mpg combined, Piszar said.

Colorado Duramax diesel's fuel economy complements segment-leading capability, including maximum trailering ratings of up to 7,700 pounds on 2WD models and up to 7,600 pounds for 4WD models with the available trailering package, Piszar said.

Colorado's all-new 2.8L Duramax turbo-diesel engine generates 181 horsepower and 369 lb.-ft. of torque. It is paired with the Hydra-Matic 6L50 six-speed automatic transmission, which uses a unique Centrifugal Pendulum Vibration Absorber in the torque converter to reduce powertrain noise and vibration.

A variable-geometry turbocharger helps optimize power and efficiency across the rpm band, Piszar said, while a balance shaft contributes to smoothness.

Colorado's diesel is engineered to be B20-capable, McKinley said.

Two new features add control and confidence to the Colorado diesel while helping with the mileage, McKinley said - smart diesel exhaust braking and an integrated trailer brake controller.

Smart diesel exhaust braking enhances vehicle control and reduces brake wear by reducing the need for braking on downgrades. The integrated trailer brake controller works with the antilock brake system to provide immediate and measured brake force, eliminating the need for an aftermarket trailer brake controller.

The Colorado diesel, McKinley said, goes on sale this fall, offered in LT and Z71 Crew Cab models, with 2WD or 4WD. Pricing for the diesel engine option is \$3,730 more than a comparably equipped 3.6L V6 model.

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- Stabilitrac
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- Fog Lamps
- Blind Side Alert
- Remote Start
- Heated Wheel



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Stk. #B1319

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- 4G LTE WiFi/Onstar
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Stk. #B1167

**4 YR/50,000 Mile Bumper to Bumper Warranty!**

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- Alum Wheels
- Fog Lamps
- Bluetooth
- Rear Back Up Camera
- Keyless Entry
- Push Button Start
- Remote Start
- Stabilitrac
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- INTELLILINK
- 4G LTE WiFi/Onstar
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Stk. B1096

**4 YR/50,000 Mile Bumper to Bumper Warranty!**

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- Sirius/XM Radio



Stk. #B1146

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## GMC BLACK FRIDAY SALES EVENT GOING ON NOW

### NEW 2016 GMC TERRAIN SLE

- Power Windows/Locks
- Power Seat
- Cruise Control
- Deep Tinted Glass
- Rear Vision Camera
- Multi Flex Rear Seat
- Premium Michelin Tires
- 4G WiFi/OnStar



Stk. #T1125

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### NEW 2015 GMC TERRAIN SLE-2

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- Power Heated Seat
- Cruise Control
- Deep Tinted Glass
- Remote Start
- Rear Vision Camera
- Multi Flex Rear Seat
- Premium Michelin Tires
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- Cruise
- Air



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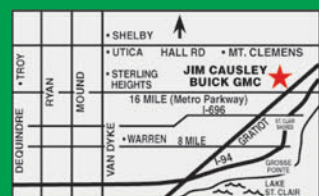
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## GM Donates New Volt to STEM Ed Programs

Chevrolet will donate an all-new 2016 Volt to For Inspiration and Recognition of Science and Technology (FIRST), the K-12 robotics program, to help raise money for student robotics opportunities across the U.S., but particularly for those in communities underrepresented in science, technology, engineering and math (STEM) fields.

Based in Manchester, N.H., FIRST designs accessible, innovative programs to build self-confidence, knowledge, and life skills while motivating young people to pursue opportunities in science, technology, and engineering, said GM spokeswoman Michelle Malcho.

The donation is a natural fit because the Volt exemplifies advances in science and technology, and the funds raised by the auction will help bolster FIRST teams to a diverse body of students, said Chevrolet Marketing director Steve Majoros.

"Behind the next-generation Chevrolet Volt is a diverse team of engineers who understand the power of science and math," said Majoros.

"FIRST brings science and math alive outside the classroom, just like we are bringing it alive on the road."

FIRST will auction one of the first 2016 Volts with proceeds supporting the many STEM programs FIRST supports nationwide, Malcho said.

"We are so grateful for Chevrolet's continuing efforts in supporting our mission to inspire young people to pursue STEM careers," said FIRST president Donald Bossi.

## Jeep Unveils Two New Models at L.A. Auto Show

The Los Angeles Auto Show marked the debut of two new-for-2016, special-edition Jeep models: the 2016 Jeep Grand Cherokee SRT Night and the 2016 Jeep Wrangler Backcountry.

The Jeep Grand Cherokee SRT Night debuted on Nov. 12 and blends ultimate performance with a premium black appearance that includes a unique black roof and lightweight performance wheels, said Fiat Chrysler spokesman Todd Goyer.

To celebrate the winter season, the Jeep Wrangler Backcountry delivers snow lovers a winter-themed Jeep that will get them wherever they want to go with a host of Wrangler's most capable off-road features.

"Jeep enthusiasts anticipate and truly appreciate special-edition models that deliver a customized Jeep SUV right from the factory," said Mike Manley, head of Jeep Brand - FCA Global. "The Grand Cherokee SRT Night and Wrangler Backcountry both offer a distinctive appearance, while delivering an array of prominent performance and capability features."

Goyer said the 2016 Jeep Wrangler Backcountry arrives in showrooms in late November. The Jeep Grand Cherokee SRT Night will be available in the first quarter of 2016. Performance numbers for the Jeep Grand Cherokee SRT Night include 0-60 mph acceleration in 4.8 seconds.

The new Jeep Grand Cherokee SRT Night, Goyer said, features a stealth-like appearance with the roof, rear spoiler, front grille bezels, B and C pillars and side window surrounds all adorned in Gloss Black.

The Jeep Wrangler Backcountry boasts a winter capability theme and is based on the Wrangler Sahara model, Goyer said.

# XT5 Has Its Dubai Debut

CONTINUED FROM PAGE 1

pounds lighter than the Mercedes-Benz GLE-Class, achieving this with no compromise to body rigidity and crash performance.

Rear-seat legroom in the XT5 is increased 3.2 inches, compared to the SRX. The rear seat reclines and slides fore and aft, as well.

The new Cadillac's interior design theme emphasizes space and craftsmanship, de Nysschen said. The XT5 is meant to bring a new level of sophistication to showcase Cadillac's evolving design language, recently seen on the upcoming CT6 Sedan.

The XT5 has a strong visual presence with proportions that convey the driving experience and the lightweight construction underneath the surface, de Nysschen said. There is a lean, taut, liquid quality to the surfaces with flowing, uninterrupted lines separated by crisp edges.

"The XT5 has a great stance, with wheels further to the corners and overhangs reduced," said Andrew Smith, Cadillac executive director of global design. "Our team continues to evolve the design language of Cadillac."

The XT5's interior is based on a philosophy of clean, modern elegance and craftsmanship, Smith said.

"We believe that luxury crossover customers particularly focus on interior design and materials," said Smith. "This design direction is predicated on modern craftsmanship and the artistic integration of technology."

Interior surfaces inside the XT5 are wider and more horizontal in orientation, emphasizing efficient use of space. Like all Cadillac models, the interior is assembled with cut-and-sewn wrapped panels, rather than molded surfaces typical of mainstream vehicles.

"Our focus for the interior was sophistication and simplicity, ensuring an economy of lines to reduce visual noise and clutter," Smith said. "A feeling of space is the ultimate luxury, so we sought to emphasize that. We also use a greater variety of authentic materials and palette of colors to deliver expressive interiors in all trim levels."

De Nysschen said advanced powertrains add to efficiency and dynamics.

GM spokesman David Caldwell said the XT5 is being built around a new platform.

"It's an architecture that takes some aspects from the ATS and CTS in terms of lightweight construction," Caldwell said. "Then it adds unique chassis and driveline components all its own. So it's a project designed for premium crossovers, of which this is the first."

The XT5 will be manufactured at GM's facility in Spring Hill, Tenn.

In the U.S. market, the 2017 Cadillac XT5 will be powered by the new 3.6-liter V6 engine which debuted earlier this year on the brand's ATS and CTS sport sedans and is featured on the CT6, de Nysschen said. This engine has been completely redesigned and features Active Fuel Management cylinder deactivation technology, which allows the engine to seamlessly and automatically switch to a fuel-saving 4-cylinder mode under low or moderate loads.

With an estimated peak output of 310-horsepower and 270 lb.-ft. of torque, the new V6 uses variable valve timing for strong response and smooth power delivery. Cadillac's new Stop/Start technology automatically stop and start the engine when the vehicle is at rest in traffic stops.

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WAS \$40,145

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Stock #4437-15 • GM pricing plus tax, title & lic. \$2,330 Due at signing.

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**BLACK FRIDAY SALES EVENT**

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|  |   |
|--|---|
| <p><b>2015 GMC TERRAIN</b><br/>FWD • SL1</p> <p><b>\$22,499*</b></p> <p>WAS \$27,620 15% OFF MSRP BLACK FRIDAY SALES EVENT STARTS NOW!<br/>SAVE OVER \$5,100 OFF MRSP</p> <p>Stock #8203-15<br/>Purchase is plus tax of \$1588, plus tax, title &amp; lic.<br/>Price is stock number specific.</p> | <p><b>2015 GMC ACADIA</b><br/>FWD • SLE-1</p> <p><b>\$27,999*</b></p> <p>WAS \$34,900 15% OFF MSRP BLACK FRIDAY SALES EVENT STARTS NOW!</p> <p>Stock #8606-15<br/>Purchase is plus tax of \$1994, plus tax, title &amp; lic.</p>  |
| <p><b>2015 GMC SIERRA</b><br/>1500 • 4WD • CREW CAB • SLE</p> <p><b>\$285*</b></p> <p>39 MONTH 10K PER YR<br/>24 MONTH 10K PER YR</p> <p>BIGGER CAB • BIGGER SAVINGS</p> <p>Stock #7749-15 • Deal #58077<br/>\$1543 total due at signing.<br/>GM pricing plus tax, title &amp; lic.</p>            | <p><b>2015 GMC SIERRA</b><br/>DENALI • 1500 • 4WD • CREW CAB</p> <p><b>\$47,999*</b></p> <p>WAS \$58,895 DEMO SPECIAL<br/>SAVE BIG ON A ONE-OF-A-KIND</p> <p>Stock #8389-15<br/>Must finance a portion of balance with GM Financial<br/>Purchase is plus tax of \$3071.45, plus tax, title &amp; lic.</p> |

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**\$339\***

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Heat & Cool Seats, Navigation, Bose Sound System, Rear Camera/Assist, Trailering Equipment & More...  
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NO SECURITY DEPOSIT REQUIRED!

ALL NEW 2016 BUICK REGAL  
FWD • NO JOKE

**\$119\***

24 MONTH/10K PER YEAR LEASE FOR ONLY

24 MONTH BUICK EXPERIENCE LEASE  
FREE Maintenance • FREE XM Radio • FREE OnStar  
Stock #4498-16 • Deal #57956  
\$1899 total due.  
GM pricing plus tax, title & lic.  
Must have Non GM lease in household set to expire 365 days from delivery.  
NO SECURITY DEPOSIT REQUIRED!

ALL NEW 2016 BUICK VERANO  
FWD • 1SG • CONVENIENCE

**\$109\***

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24 MONTH BUICK EXPERIENCE LEASE  
FREE Maintenance • FREE XM Radio • FREE OnStar  
Stock #4430-16 • Deal #53282  
\$1695 down plus lease "StartUp"  
GM pricing plus tax, title & lic.  
Must have Non GM in household set to expire 365 days from delivery.  
NO SECURITY DEPOSIT REQUIRED!

2015 BUICK ENCORE  
FWD • CONVENIENCE

**\$99\***

24 MONTH/10K PER YEAR LEASE FOR ONLY \$1,451 DUE AT SIGNING  
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24 MONTH BUICK EXPERIENCE LEASE  
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Stock #4590-15 • Deal #57906  
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SERVICE: Sun CLOSED; M, TH 7am-8pm; T, W, F 7am-6pm; Sat 8am-1pm

\*GM Employee Pricing Plus Tax, Title, Lic. and Doc. No Security Deposit Required. Programs subject to change. Photos may not represent actual vehicle. Price is subject to change without notice. See dealer for details. Expires 11/30/15.

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# MORAN CHEVROLET

## BLACK FRIDAY SALES EVENT

— ALL MONTH LONG —

|  |  |
|--|--|
| <p><b>2016 EQUINOX "LT"</b></p> <ul style="list-style-type: none"> <li>• Chevrolet Complete Care INCLUDED!</li> <li>• 2.4L DOHC Engine! • 7" Color Touch Screen MyLink Radio!</li> <li>• Remote Vehicle Entry! • Rear Vision Camera!</li> <li>• OnStar w/4G LTE w/built-in Wi-Fi hotspot!</li> <li>• Tilt and Telescopic Steering Column!</li> <li>• 17" Aluminum Wheels!</li> <li>• 32 MPG on the Highway!</li> </ul> <p>Stock#G26456</p> <p>WAS \$27,480 Sale Price \$22,585</p> <p><b>\$168*</b> OR <b>\$168*</b></p> <p>\$0 DOWN W/LEASE CONQUEST \$999 DOWN W/LEASE LOYALTY</p> | <p><b>2016 MALIBU "LT"</b></p> <ul style="list-style-type: none"> <li>• Chevrolet Complete Care INCLUDED!</li> <li>• 2.5L DOHC VVT Engine! • Remote Keyless Entry!</li> <li>• OnStar w/4G LTE w/built-in Wi-Fi hotspot! • Aluminum Wheels!</li> <li>• Power Vertical Driver's Seat Adjuster!</li> <li>• Tilt and Telescopic Steering Column!</li> <li>• 7" Color Touch Screen MyLink Radio!</li> <li>• 36 MPG on the Highway!</li> </ul> <p>Stock#G25952</p> <p>WAS \$24,660 Sale Price \$19,376</p> <p><b>\$115*</b> OR <b>\$115*</b></p> <p>\$0 DOWN W/LEASE CONQUEST \$999 DOWN W/LEASE LOYALTY</p>       |
| <p><b>2016 CRUZE "LT"</b></p> <ul style="list-style-type: none"> <li>• Chevrolet Complete Care INCLUDED!</li> <li>• ECOTEC "Turbo" 1.4L DOHC VVT Engine! • Automatic Transmission!</li> <li>• OnStar with 4G LTE with Built-in WiFi hotspot!</li> <li>• AM/FM/XM Radio w/CD! • Remote Start &amp; Entry!</li> <li>• Bluetooth for Phone! • Power Driver's Seat!</li> <li>• 38 MPG on the Highway!</li> </ul> <p>Stock#G25842</p> <p>WAS \$22,095 Sale Price \$16,575</p> <p><b>\$119*</b> OR <b>\$119*</b></p> <p>\$0 DOWN W/LEASE CONQUEST \$999 DOWN W/LEASE LOYALTY</p>           | <p><b>2016 TRAX "LS"</b></p> <ul style="list-style-type: none"> <li>• Chevrolet Complete Care INCLUDED!</li> <li>• ECOTEC 1.4L "Turbo" DOHC VVT Engine! • Remote Keyless Entry!</li> <li>• USB Port and Auxiliary Input Jack! • Power Locks &amp; Windows!</li> <li>• OnStar with 4G LTE with built-in Wi-Fi hotspot!</li> <li>• 7" Color Touch Screen Radio!</li> <li>• Steering Wheel Controls!</li> <li>• 34 MPG on the Highway!</li> </ul> <p>Stock#G26988</p> <p>WAS \$21,195 Sale Price \$16,053</p> <p><b>\$108*</b> OR <b>\$108*</b></p> <p>\$0 DOWN W/LEASE CONQUEST \$999 DOWN W/LEASE LOYALTY</p> |

Chevy Lease Pull-Ahead Continues...Waiving Up to 3 Payments!\*

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\*Pictures may not represent actual sale vehicle. All applicable incentives including conquest and/or loyalty offers have been deducted from Sale Prices/Payments and are subject to change by the manufacturer without notice and are plus title, tax and plate fees. GM Employee discount is required except where noted. Leases are 10,000 miles per year. Silverado Down Payment assistance requires financing through ALLY GM Financial or Wells Fargo. Lease pull ahead is for current Chevrolet lessees and will waive up to 3 remaining payments (\$1500 maximum). Must have 1999 or newer non-GM lease for Competitive Brand offer. Amount depends on model. KBB Trade-In guarantee is on 2003 to 2013 model vehicles less reasonable reconditioning costs. No bad Carfax or branded titles. Certain restrictions apply, see dealer for complete details on all incentives/offers. Sale ends 11/6/2015 @ 6:00PM.

# BLACK FRIDAY SALES EVENT ED RINKE



**2016 BUICK REGAL**

Stk. #B460460

LEASE FOR **\$112\*** / 24 MO. / \$999 DOWN

PURCHASE FOR **\$24,995\***

EXPERIENCE THE NEW BUICK

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| <p><b>2015 BUICK ENCORE</b></p> <p>Stk. #SRFS7J</p> <p>LEASE FOR <b>\$79*</b> / 24 MO. / \$999 DOWN</p> <p>PURCHASE FOR <b>\$19,995*</b></p> | <p><b>2016 BUICK VERANO 1SD</b></p> <p>Stk. #S1WV65</p> <p>LEASE FOR <b>\$109*</b> / 24 MO. / \$999 DOWN</p> <p>PURCHASE A 2015 1SL FOR <b>\$21,370*</b></p> | <p><b>2016 BUICK LACROSSE 1SB</b></p> <p>Stk. #50V9NJ</p> <p>LEASE FOR <b>\$290*</b> / 39 MO. / \$999 DOWN</p> <p>PURCHASE A 2015 1SB FOR <b>\$25,895*</b></p> | <p><b>2016 BUICK ENCLAVE CONVENIENCE</b></p> <p>Stk. #B560137</p> <p>LEASE FOR <b>\$219*</b> / 36 MO. / \$999 DOWN</p> <p>PURCHASE FOR <b>\$34,002*</b></p> |
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| <p><b>2016 GMC YUKON SLE</b></p> <p>Stk. #560733</p> <p>LEASE FOR <b>\$368*</b> / 36 MONTHS / \$1,999 DOWN</p> | <p><b>2016 GMC ACADIA SLE-1</b></p> <p>Stk. #S1TMBK</p> <p>LEASE FOR <b>\$179*</b> / 24 MONTHS / \$1,499 DOWN</p> <p>PURCHASE FOR <b>\$29,808*</b></p> | <p><b>2015 GMC SIERRA ELEVATION EDITION 1500 - 4WD DBL. CAB</b></p> <p>Stk. #G553257</p> <p>LEASE FOR <b>\$128*</b> / 24 MONTHS / \$999 DOWN</p> <p>PURCHASE FOR <b>\$31,709*</b></p> | <p><b>2016 GMC TERRAIN SLE-1</b></p> <p>Stk. #G560659</p> <p>LEASE FOR <b>\$119*</b> / 24 MONTHS / \$999 DOWN</p> <p>PURCHASE FOR <b>\$24,066*</b></p> |
|--|--|---|--|

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## China's Car Sales Pick Up Speed This October

BEIJING (AP) - China's auto sales accelerated to this year's strongest growth in October after the market pulled out of a slump following a sales tax cut, data from an industry group showed last week.

Purchases of sedans, SUVs and minivans in the biggest market by number of vehicles sold rose 13.3 percent to 1.9 million, according to the China Association of Automobile Manufacturers.

That was up from September's 3.3 percent growth, which followed three months of contraction.

Chinese auto sales growth that peaked at 45 percent in 2009 fell steadily as the world's second-largest economy cooled and major cities tried to curb smog and congestion by imposing limits on numbers of new vehicles allowed.

Growth rebounded after Beijing cut the sales tax in September on vehicles with engine sizes of 1.6 liters and below by half to 5 percent.

In October, sales of SUVs grew by an explosive 60.6 percent over a year earlier to 622,000 units, according to CAAM. Sales of sedans edged up 0.2 percent to just over 1 million.

Chinese brands that dominate smaller and lower-priced market segments grew as fast as the market, reversing a trend of trailing global brands in growth and losing market share to them.

Total vehicle sales, including trucks and buses, rose 11.8 percent to 2.2 million units.

The sales decline was so unexpectedly severe that analysts who had forecast 7 to 8 percent growth this year slashed that to as low as 1.7 percent.

## Volkswagen Tries \$1,000 Gift Cards For its Buyers

DETROIT (AP) - Volkswagen, in an effort to appease owners of small diesel-powered cars involved in an emissions cheating scandal, is offering them \$1,000 in gift cards and vouchers, the company said.

The offer announced Nov. 9 is a gesture of goodwill to 482,000 owners of cars whose 2-liter, four-cylinder diesel engines have been implicated in the growing scandal, the company said. It also includes free roadside assistance for three years.

The offer is designed to keep diesel owners happy as VW works on repairs to the cars, which are programmed to turn on pollution controls during government tests and turn them off while on the road.

The U.S. EPA says the cars emit 10 to 40 times the allowable amount of harmful nitrogen oxide when driven.

Many owners are angry at the company for cheating because they paid extra for the cars to be environmentally sensitive without losing peppy acceleration.

"We are working tirelessly to develop an approved remedy for affected vehicles," Michael Horn, VW's U.S. CEO, said in a statement. "In the meantime we are providing this goodwill package as a first step towards regaining our customers' trust."

VW said that its Audi luxury brand is launching a similar program.

Owners will not be required to sign anything giving up their right to sue Volkswagen or forcing them into arbitration, spokeswoman Jeannine Ginivan said last week.

"There are no strings attached," she said.

# BLACK FRIDAY SALES EVENT ED RINKE



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| <p><b>SILVERADO 2015</b></p> <p>Stk. #553788</p> <p>PURCHASE A 4WD LS DBL ST8 CUSTOM PACKAGE FOR <b>\$29,865*</b></p> <p>LEASE A 2015 SILVERADO 24 MONTHS <b>\$119*</b> / \$999 DOWN</p> | <p><b>NEW CRUZE 2016</b></p> <p>NO 1ST PAYMENT REQUIRED<br/>NO EMPLOYEE DISCOUNT REQUIRED</p> <p>Stk. #460324</p> <p>LEASE A LT 24 MONTHS <b>\$59*</b> / \$999 DOWN</p> <p>PURCHASE A LS FOR <b>\$15,115*</b></p> | <p><b>MALIBU 2016</b></p> <p>NO 1ST PAYMENT REQUIRED<br/>NO EMPLOYEE DISCOUNT REQUIRED</p> <p>Stk. #460444</p> <p>LEASE A LT 24 MONTHS <b>\$59*</b> / \$999 DOWN</p> <p>PURCHASE A LS FOR <b>\$17,923*</b></p> | <p><b>EQUINOX 2016</b></p> <p>NO EMPLOYEE DISCOUNT REQUIRED</p> <p>Stk. #560302</p> <p>LEASE A 1LT 24 MONTHS <b>\$119*</b> / \$999 DOWN</p> <p>PURCHASE A LS FOR <b>\$20,957*</b></p> |
| <p><b>CAMARO 1LT COUPE 2015</b></p> <p>Stk. #450761</p> <p>PURCHASE FOR <b>\$22,457*</b></p>   | <p><b>TRAX LS 2016</b></p> <p>Stk. #560275</p> <p>LEASE FOR 24 MONTHS <b>\$49*</b> / \$999 DOWN</p> <p>PURCHASE FOR <b>\$16,620*</b></p>  | <p><b>TRAVERSE LS 2016</b></p> <p>Stk. #560275</p> <p>LEASE FOR 24 MONTHS <b>\$169*</b> / \$999 DOWN</p> <p>PURCHASE FOR <b>\$26,666*</b></p>  |   |

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