

Wind Still Blows Hard – But on a Smaller \$30 Million 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. 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.

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GM engineer Nina Tortosa demonstrates how aerodynamic qualities are measured in small-scale wind tunnel.



Mark Reuss, center, accepts award from National Guard.

GM Honored for Its 40-Year Support of Military Veterans

General Motors reaffirmed its commitment to employees serving in the National Guard and Reserve during a Veterans Day celebration Nov. 10 where the company was recognized by the U.S. Department of Defense for more than four decades of exemplary support of veterans.

"General Motors is setting a high standard for all automobile manufacturers to follow by providing above and beyond support of veterans, many of whom currently serve in the Guard and Reserve," said Tom Bullock, chief of employer outreach, Department of Defense (DoD) Office of Employer Support of the Guard and Reserve (ESGR).

GM was the first company to sign a U.S. DoD pledge in 1972, promising to continually recognize and support U.S. service members and their families in peacetime and in times of crisis and war. said

GM spokesman Tom Rippinger.

Hundreds of employees and representatives from the U.S. Tank Automotive and Armaments Command (TACOM), Selfridge Air National Guard Base and UAW Local 160 Veterans Council gathered at the Vehicle Engineering Center on GM's Technical Center campus to honor the more than 100,000 GM workers who have served, Rippinger said.

"Our veterans embody the values we believe in, and I thank the U.S. Department of Defense for the opportunity to formalize this commitment and express our sincere gratitude," said Mark Reuss, GM executive vice president of Global Product Development, Purchasing and Supply Chain.

Following the signature ceremony, Reuss accepted the ESGR

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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

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Cadillac Intros Luxury Crossover XT5

The public got its first look at GM's upcoming 2017 Cadillac crossover when, on Nov. 9, the company unveiled 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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31201 Chicago Road South
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586-939-6800

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Info@TechCenterNews.com

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GM Honored for 40-Year Support Of Veterans

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Extraordinary Employer Support Award on behalf of GM. The award recognizes sustained commitment of companies for employees in the National Guard and Reserve, Rippinger said.

The GM Veterans Day ceremony concluded with the launch of a new GMC campaign to help the Stephen Siller Tunnel to Towers Foundation and its Building for America's Bravest program raise awareness and funds to help the foundation build custom, specially adapted smart homes for severely injured veterans. To learn more, visit www.ourbravest.org/enlistme.

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.

Ford's agreement also promises \$9 billion in U.S. plant investments over four years, more than the \$8.3 billion promised at GM and the \$5.3 billion promised by Fiat Chrysler. Ford says it will create or retain 8,500 jobs at its U.S. plants over four years.

Federal Ruling Opens Up GM to Millions in Legal Troubles

DETROIT (AP) – A federal bankruptcy judge has ruled that people suing General Motors over faulty ignition switches can seek punitive damages that could cost the company millions of dollars or more.

When General Motors emerged from a 2009 bankruptcy, it became known as "New GM." The new company essentially was shielded from liabilities of the old company that was left behind.

But Judge Robert Gerber in New York ruled Nov. 9 that employees and knowledge transfers from the "Old GM" to the new company.

Plaintiffs, he ruled, can seek punitive damages if they can show that "New GM" knew of the faulty switches but covered it up.

The ruling has the potential to open GM to large jury verdicts,

because the company has admitted knowing about the faulty switches for a decade or more but failed to recall the cars until February of 2014.

Many of the engineers, attorneys and safety investigators who had knowledge of the switches went from the old company to the new one.

But in a statement, GM said the ruling was not a victory for those suing the company.

Although the court ruled that New GM could be liable for punitive damages for claims based solely on its conduct, "plaintiffs to date have not established any such independent claims against New GM," the statement said.

The ignition switches can slip out of the run position and shut off the engine, knocking out the power steering, power brakes and air bags.

They are responsible for crashes that killed at least 169 people and injured hundreds of others.

Texas attorney Robert Hilliard, who has several wrongful death and injury lawsuits pending against General Motors, said the ruling was a complete win for plaintiffs.

He said the New GM admitted in an agreement to settle criminal charges with the Justice Department that it knew of the faulty switches for 20 months before notifying federal safety regulators in February of 2014.

The company can't contradict the agreement in legal proceedings, so it has no defense, Hilliard argued.

"A jury now will be allowed to hear evidence of GM's cover-up and determine what monetary punishment to assess for so many needless deaths and in-

juries," Hilliard said.

There are still about 250 wrongful death and injury lawsuits pending in state and federal courts, according to Hilliard. He says the ruling exposes GM to billions of dollars in punitive damages.

Judge Gerber's ruling also applies to cases in which plaintiffs allege that the value of their cars declined because of GM's conduct.

Carl Tobias, a law professor at the University of Richmond, says both sides are posturing about the ruling.

The plaintiffs, he said, must show "egregious misconduct" to get punitive damages, which is a heavy burden.

But he said they can rely on the Justice Department documents to do that. "I think that makes it pretty strong on the plaintiffs' side," he said.



Hundreds of GM employees show support for the GMC #enlistme campaign by displaying the American Sign Language symbol for the word, "house."

GM Celebrates Wounded Veterans at Warren Ceremony

Veterans Day should be more than talk about honoring veterans.

At least that's the position advocated by GMC.

And to show that the brand is putting its money where its mouth is, GMC is helping the Stephen Siller Tunnel to Towers Foundation and its Building for America's Bravest program raise awareness and funds to help the Foundation build custom, specially adapted smart homes for severely injured veterans, said GM spokeswoman Meg Soule.

GMC, on Nov. 10, launched the #enlistme campaign in support of its national charity partner and to recognize and assist the

estimated 16 percent of 9/11-generation veterans transitioning to civilian life with serious physical injuries.

Beginning on Veterans Day, Nov. 11, GMC began encouraging its fans, followers, employees, dealers and partners to upload an image of themselves making the American Sign Language symbol for the word "house" on their social media accounts, using the #enlistme hashtag, Soule said.

Supporters will be encouraged to challenge others to do the same and to make a donation to the Stephen Siller Tunnel to Towers Foundation in support of smart home construction for de-

serving veterans at www.ourbravest.org/enlistme.

"Too many severely injured servicemen and women are returning to homes that just don't meet the needs of their individual conditions," said Duncan Aldred, U.S. vice president, Buick and GMC Sales, Service and Marketing.

"With the #enlistme campaign, GMC invites everyone to honor these brave veterans by showing their support on social media and making a donation."

The foundation is named after Stephen Siller, a New York City firefighter and first responder who died during the attacks of September 11, Soule said. It

seeks to build at least 200 smart homes, designed to be energy efficient, automated and easily accessible, using "adaptive technology" to help injured veterans live better, more independent lives. Each home costs more than \$600,000 to build.

With the help of major corporate sponsors, Soule said the foundation has approved 44 smart home projects, half of which are complete. The others are being designed or are in construction.

To learn more or to make a donation to the Stephen Siller Tunnel to Towers Foundation, please visit www.ourbravest.org/enlistme.

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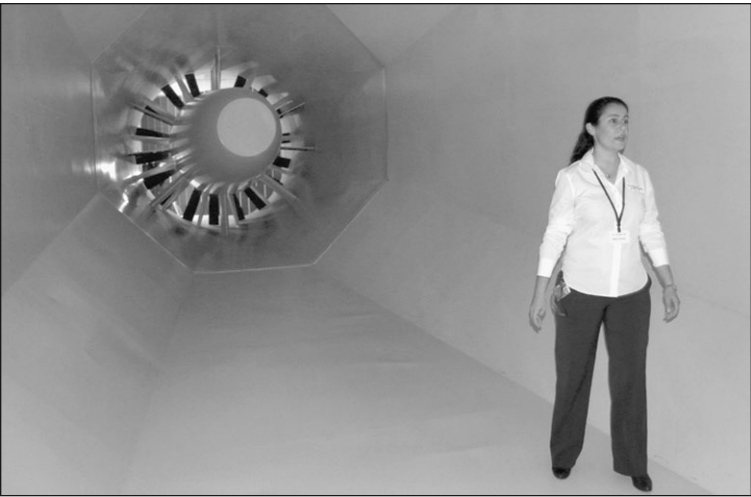
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GM engineer Nina Tortosa stands before GM's small-scale wind turbine.

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"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 mimics the conditions of a road and allows air flow under a car is an 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.

When asked how much efficiency could be gained by eliminating sideview mirrors and replacing them with cameras, 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. 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 is valuable in the design process.

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.



Jeff Bordner and Bailey Sisoy Isgro show how GM's reduced-scale wind tunnel sculpting table is used.

"Demand for wind tunnel space is greater than ever," Morris said. "Every model we have will have to have its aerodynamics improved. This site helps us keep up with the demand."

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Cadillac, Major Marketeer Set to Push Boundaries

Cadillac has entered into a groundbreaking partnership to create and distribute compelling editorial and branded content through Condé Nast's award-winning branded content studio, 23 Stories.

Enlisting the talented storytellers from Condé Nast's editorial staff and with the power of their iconic brands, 23 Stories will help Cadillac reinvent the luxury space by pushing the boundaries of marketing, said Condé Nast spokesman Joe Libonati.

The always-on cross platform effort will encompass more than 50 pieces of custom content, all supporting Cadillac's global vision and Dare Greatly campaign, Libonati said.

The program, which launched in October, will extend through 2016 and include a range of formats both long- and short-form digital video as well as a variety of articles distributed throughout Condé Nast's premium digital network and Cadillac's distribution channels.

Of particular note is a series of short films launching in November that will explore some of the editors breaking the mold and exhibiting great courage and confidence as they "dare greatly" to reimagine the art of storytelling, said Uwe Ellinghaus, chief marketing officer of Cadillac. Editorial features will include brands like *Condé Nast Traveler*, *GQ* and *Vanity Fair* as told by the

editors and reporters who created them.

"Cadillac's Dare Greatly theme represents the unapologetic creativity and relentless drive at the core of our brand," said Ellinghaus. "With our new home in New York City, Condé Nast is a smart partner to continue telling our story through a lens of daring spirit."

"Creating the most compelling content and obsessively pushing boundaries is what drives Condé Nast," said Edward Menichesi, chief marketing officer of Condé Nast and president of the Condé Nast Media Group. "Partnering with Cadillac, a brand with similar DNA, will result in premium storytelling that engages and inspires our shared consumers."

Ellinghaus said the partnership makes sense because Condé Nast is a premier media company that is renowned for producing the highest quality content for the world's most influential audiences.

The company attracts 126 million consumers across its industry-leading print, digital and video brands. The company's portfolio includes some of the most iconic titles in media: *Vogue*, *Vanity Fair*, *Glamour*, *Brides*, *Self*, *GQ*, *The New Yorker*, *Condé Nast Traveler*, *Details*, *Allure*, *Architectural Digest*, *Bon Appétit*, *Epicurious*, *Wired*, *W*, *Golf Digest*, *Golf World*, *Teen Vogue*, *Ars Technica*, *The Scene* and *Pitchfork*.

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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 Pizar, 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, Pizar 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, Pizar 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, Pizar 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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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 the diesel vehicles 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.

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 drive-line 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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Purchase is plus tax of \$1588, plus tax, title & lic.
Price is stock number specific.

2015 GMC ACADIA FWD • SLE-1

\$27,999*
WAS \$34,900

15% OFF MSRP BLACK FRIDAY SALES EVENT STARTS NOW!

Stock #B806-15
Purchase is plus tax of \$1994, plus tax, title & lic.

2015 GMC SIERRA 1500 • 4WD • CREW CAB • SLE

39 MONTH/10K PER YEAR LEASE FOR ONLY \$285*
24 MONTH/10K PER YEAR LEASE FOR ONLY \$309*

BIGGER CAB • BIGGER SAVINGS
DEMO SPECIAL

Stock #7749-15 • Deal #58077
\$1543 total due at signing.
GM pricing plus tax, title & lic.
NO SECURITY DEPOSIT REQUIRED!

2015 GMC SIERRA DENALI • 1500 • 4WD • CREW CAB

\$47,999*
WAS \$58,895

DEMO SPECIAL
SAVE BIG ON A ONE-OF-A-KIND

Stock #B399-15
Must finance a portion of balance with GM Financial
Purchase is plus tax of \$3071.45, plus tax, title & lic.

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WWW.VYLETEL.NET

SALES: Sun CLOSED; M, TH 8:30am-9pm; T, W, F 8:30am-6pm; SAT 10am-3pm
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.

LEASE PROGRAMS REMAIN AT LOW LOW PRICING

PLEASE CALL FOR DETAILS & SOME UNBELIEVABLE PAYMENTS



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BLACK FRIDAY SALES EVENT
— ALL MONTH LONG —

2016 EQUINOX "LT"

- Chevrolet Complete Care **INCLUDED!**
- 2.4L DOHC Engine! • 7" Color Touch Screen MyLink Radio!
- Remote Vehicle Entry! • Rear Vision Camera!
- OnStar w/4G LTE w/built-in Wi-Fi hotspot!
- Tilt and Telescopic Steering Column!
- 17" Aluminum Wheels!
- 32 MPG on the Highway!

Stock#G26456

Was \$27,480 Sale Price \$22,585*

24 MONTH LEASE: \$168* OR \$168*
\$0 DOWN W/LEASE CONQUEST \$999 DOWN W/LEASE LOYALTY

2016 MALIBU "LT"

- Chevrolet Complete Care **INCLUDED!**
- 2.5L DOHC VVT Engine! • Remote Keyless Entry!
- OnStar w/4G LTE w/built-in Wi-Fi hotspot! • Aluminum Wheels!
- 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*

24 MONTH LEASE: \$115* OR \$115*
\$0 DOWN W/LEASE CONQUEST \$999 DOWN W/LEASE LOYALTY

2016 CRUZE "LT"

- Chevrolet Complete Care **INCLUDED!**
- ECOTEC "Turbo" 1.4L DOHC VVT Engine! • Automatic Transmission!
- OnStar with 4G LTE with Built-in WiFi hotspot!
- AM/FM/XM Radio w/CD! • Remote Start & Entry!
- Bluetooth for Phone! • Power Driver's Seat!
- 38 MPG on the Highway!

Stock#G25842

Was \$22,095 Sale Price \$16,575*

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

2016 TRAX "LS"

- Chevrolet Complete Care **INCLUDED!**
- ECOTEC 1.4L "Turbo" DOHC VVT Engine! • Remote Keyless Entry!
- USB Port and Auxiliary Input Jack! • Power Locks & Windows!
- 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*

24 MONTH LEASE: \$108* OR \$108*
\$0 DOWN W/LEASE CONQUEST \$999 DOWN W/LEASE LOYALTY

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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.

