



This 2016 Silverado shows how a box delete option can be used.

GM, Army Check Out Use of Hydrogen Fuel

GM and the U.S. Army are testing how a pickup with a hydrogen fuel cell system can operate under normal military conditions.

General Motors and the Army's Tank Automotive Research, Development & Engineering Center (TARDEC) are modifying a 2016 Chevrolet Colorado midsize pickup truck to run on a commercial hydrogen fuel cell propulsion system and will expose the truck to the extremes of daily military use for 12 months, said GM spokesman Dan Flores.

The testing will be done at GM and military facilities around the country to determine automotive performance, off-road mobility and military utility.

"Hydrogen fuel cell technology is important to GM's advanced propulsion portfolio, and this enables us to put our technology to the test in a vehicle that will face punishing military duty cycles," said Charlie Freese, executive director of GM's Global Fuel Cell Engineering activities.

Fuel cell propulsion has very high low-end torque capability useful in off-road environments. It also offers exportable electric power and quiet operation, attractive characteristics to both commercial and military use, Flores said.

"The potential capabilities hydrogen fuel cell vehicles can

bring to the warfighter are extraordinary, and our engineers and scientists are excited about the opportunity to exercise the limits of this demonstrator," said TARDEC Director Paul Rogers.

"FCVs are very quiet vehicles, which scouts, special operators and other specialties place a premium," he said. "What's more, fuel cells generate water as a by-product, something extremely valuable in austere environments."

GM and TARDEC have fuel cell development and research facilities located 20 minutes apart in Pontiac and Warren, said Army spokesman Doug Halleaux. The two collaborate to evaluate new fuel cell designs and materials, and TARDEC's state-of-the-art facility enables it to test and integrate fuel cell systems it has been developing for more than a decade.

In 2007, GM launched "Project Driveway," a 119-vehicle fleet of hydrogen fuel cell-equipped Chevrolet Equinoxes that were driven in daily use for more than 3 million miles by more than 5,000 consumers, Flores said.

Hydrogen fuel cell propulsion technology helps address two major environmental challenges with automobiles today – petroleum use and carbon dioxide emissions, Flores said.

Fuel cell vehicles can operate

on renewable hydrogen from sources like wind and biomass. Water vapor is the only emission.

Additional product details and specific vehicle timing will be announced later, Flores said.

UAW Ratifies Its Contract with General Motors

DETROIT (AP) – The United Auto Workers union approved its contract with General Motors Co. on Nov. 20 after addressing the objections of some workers.

Production workers ratified the agreement earlier this month by a 55.4 percent majority. But skilled trades workers like electricians and pipefitters rejected it, which sent negotiators back to the table.

The UAW says the agreement now addresses those workers' concerns about job classifications and seniority rights.

The union's executive board formally ratified the agreement Nov. 20.

The contract covers 52,700 General Motors employees at 63 U.S. facilities. It raises wages and promises \$8.3 billion in U.S. factory investments over four years.

GM said the agreement is good for workers and for its business.

GM Joins Detroit Automakers In Offer to Delete Pickup Bed

Customers who rely on Chevrolet and GMC trucks to get their work done can now modify all sizes of trucks with a "box delete" option.

Ford and Chrysler have been offering the option to their pickup buyers for the last several years.

General Motors is making the option available to fleet and retail customers on its 1500 two-wheel drive and four-wheel drive Regular Cab Chevrolet Silverado and GMC Sierra, completing the pickups' portfolio of box delete offerings.

"We are in the business of meeting our customers' needs by

providing a range of products and solutions that fit their businesses," said Ed Peper, U.S. vice president, General Motors Fleet. "Light-duty box delete is a direct response to our customers who have been clamoring for it."

GM spokesman Robert Wheeler said the box, also known as the bed, of the truck isn't always needed for fleet or commercial truck buyers.

"The 1500 is very popular with fleet and commercial customers," Wheeler said. "And in the past, we'd see buyers purchase the truck and then have a

CONTINUED ON PAGE 2

Salvation Army's Needy Families Are Ones For Whom Their Red Kettle Bell Tolls

They lit a kettle – not a candle – in Detroit's Cadillac Square Nov. 20.

It was the launch of the annual Red Kettle Campaign staged by The Salvation Army of Metro Detroit throughout Wayne, Oakland and Macomb Counties.

Sponsored by Quicken Loans, the special ceremony featured the lighting of a giant red kettle, representing the smaller kettles at merchandising outlets where volunteers ring their bells and collect donations.

The Cadillac Square kettle measured approximately 56 feet tall, 24 feet wide and was lit by 26,000 LED lights.

Its lighting was timed to take place just before the lighting of the city of Detroit's official Christmas tree in the adjacent Campus Martius Park.

Included with the giant kettle is a large digital LED board that displays messages, images and The Salvation Army's progress toward its Metro Detroit goal throughout the Red Kettle Campaign.

This year's \$8.7 million goal is one of the highest in the history of Detroit's annual fundraiser. Red kettle donations during the 80-day campaign are vital in ensuring the organization can continue providing more than 3 million meals, more than 730,000 nights of shelter and an array of social services and programs to the less fortunate each year, said Salvation Army spokeswoman Pat Adanti-Joy.

The campaign was launched on the heels of new data from the U.S. Census Bureau reporting that almost 4 in 10 Detroit resi-

dents live below the poverty line, while the state of Michigan continues to have a higher poverty rate than the national average.

The Salvation Army combats poverty without discrimination using the funds raised during the Red Kettle Campaign, which combines grassroots fundraising with special events designed to engage supporters across metro

Detroit. Funds raised at red kettle sites stay in the community in which the donations are made.

"The Salvation Army encourages residents throughout the tri-county area to Be The Good This Season by giving generously at red kettles across metro Detroit," said Major Russell Sjögren,

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Ralph Mason of Acres of Hope rings the bell as youngster steps in.



Brose's Surinder Chauhan, left, and Ford Vice President Kim Pittel

Ford Execs Say, 'Good Job' To Warren's Brose Plant

by Jim Stickford

It took just seven years for Brose North America's Jefferson manufacturing facility in Warren to earn Ford's Q1 supplier award.

The facility's achievement was celebrated on Nov. 18 when company officials threw a party to honor its employees who made the award possible.

Brose's Jefferson site makes door and latch modules for Ford, said Brose spokeswoman Anna Browarski. To achieve Q1 certification, Brose Jefferson proved ongoing performance for quality in production, service and deliveries through capable systems already in place at the facility.

It also met International Organization of Standardization (TS 16949 and ISO 14001) criteria while pursuing endorsement letters from customer central functions, Browarski said.

Plant manager Surinder

Chauhan that currently the plant manufactures about 1.3 million door modules and four million latch modules.

"We are aiming to be able to manufacture six million latch modules in the near future," Chauhan said.

"We supply modules for every Ford plant in the U.S. and Canada. We make these components for the Ford Focus to the Ford Explorer to the F-150. That's cars, SUVs and trucks."

Matt Greenisen, Ford's site engineer at the Jefferson facility, said the celebration was a good thing for both Ford and Brose.

"This is about recognizing good work," Greenisen said. "Work that's been done by a lot of people. The people here do good work, and it's not often that that is celebrated. Mostly, people hear about problems, but now

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GM Tells Buyers They Can Delete Bed on Pickup

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commercial outfit remove the box, as it's known in the industry. They really didn't need a pickup's payload capacity."

What they wanted, Wheeler said, was to be able to customize their trucks to fit their particular needs.

"You'll see businesses like landscapers put different upper service bodies where the box, or bed, is," Wheeler said. "You will see landscapers put in light stakebeds to hold their equipment. Electricians like to put in service bodies with built-in metal cabinets."

The new light-duty configuration eliminates the box, rear bumper and spare tire assembly, and includes high-rate rear springs and a front stabilizer bar from the Max Trailering Package for better performance when operating near the truck's maximum gross vehicle weight rating, Wheeler said. The box delete option will provide a credit of \$575 from suggested retail pricing. The spare tire assembly can be added back on for \$335.

"The Silverado and Sierra light-duty box delete models have been designed to take on the work our customers do every day," said Dan Tigges, commercial product manager, General Motors Fleet.

"For customers with lower payload requirements, this new option will reduce upfront costs and provide fuel-economy advantages compared to heavy-duty box delete alternatives."

The new light-duty models will join the Chevrolet Colorado and GMC Canyon mid-size extended cab trucks with a box delete option, as well as the Silverado HD and GMC Sierra HD box deletes and chassis cabs.

The Silverado 1500 2WD Regular Cab box delete starts at \$29,155. A box delete 2500HD 2WD Regular Cab box delete starts at \$33,475.

UAW Dissenters Say Their Bargaining Leadership 'Failed'

by DEE-ANN DURBIN
AP Auto Writer

DEARBORN (AP) – The United Auto Workers union started the year with a roar. It's ending with a grumble.

With Detroit automakers profitable once again, the union promised workers big gains in its new contracts with Ford, General Motors and Fiat Chrysler. At a convention in March, UAW President Dennis Williams raised a fist and proclaimed, "It's our time."

But while the contracts completed in the past few weeks contain generous wage increases and profit-sharing, passage was surprisingly difficult. Many dissenters said the leadership failed to win back enough of the painful concessions they made when the automakers were struggling.

The divide is a symptom of the fine line the union walks in a global market, trying to improve pay without losing U.S. jobs or making Detroit's automakers uncompetitive with foreign rivals such as Toyota and Nissan. The UAW holds out hope of organizing foreign competitors' U.S. plants, so the union touts its willingness to compromise over the hardball tactics of the past.

Art Schwartz, a former head of labor relations for GM, says the UAW should have done a better job setting members' expectations.

"These are very good con-

tracts," he says. "You don't get everything back. That's why it's collective bargaining."

Gary Walkowicz, a union bargaining committee official and frequent critic of UAW leadership, disagrees. "The idea was in times that were better we'd be able to recoup some of the losses. This contract does not nearly do that."

Fiat Chrysler workers rejected their first contract, forcing the union and company to sweeten the deal before they would ratify it. GM production workers narrowly ratified their contract, but skilled trades workers like pipefitters rejected it; after further negotiations, the union declared it ratified Nov. 20. Ford workers approved their contract late that day by a razor-thin margin after an eleventh-hour PR push by the union.

The contracts promise wage increases for all workers – for some it's the first pay hike in a decade. They eliminate a two-tier wage system in the plants and put newer workers on a path to earn the same \$29-per-hour wage as veteran ones.

That adds up to around \$60,300 per year, higher than the U.S. median income of \$53,657, and doesn't include the profit-sharing and other bonuses auto workers will get. Ford, for example, will pay out \$10,250 per worker in bonuses before the end of this year.

But the compromises that irk workers such as Walkowicz are

starkly evident. The two-tier wage system – which the union agreed to in 2007 when the companies were near bankruptcy – is eliminated gradually; it will take the newest workers eight years to make what veteran workers make. Workers at some parts plants stay at lower wage rates.

**"This contract
does not (recoup
some losses)."**

**Gary Walkowicz,
UAW Official**

The three companies pledged \$23 billion in U.S. plant investments over four years, but they're allowed to move some work to lower-cost countries like Mexico.

And while the contracts offer profit-sharing payments, they don't guarantee the annual raises and cost-of-living increases that workers used to enjoy.

Despite his occasional fiery rhetoric, Williams has said all along that the union must help the companies remain profitable. That message was partly meant for foreign competitors, which the UAW desperately wants to organize to boost its clout. The UAW currently has 403,000 members, a fraction of the 1.5 million it had at its peak in 1979.

Foreign automakers generally match the UAW's wages but offer less lucrative benefits. Going into this year's contract talks, Toyota and Honda's U.S. labor costs were \$8 to \$9 less per hour than GM and Ford's.

The new contracts will cost Detroit automakers \$400 million to \$500 million per year for the next four years, estimates Steve Brown, a senior director at Fitch Ratings. That's manageable, he says, especially since U.S. auto sales are expected to remain strong.

Ford has made \$6.6 billion in North America so far this year, while General Motors has made \$8.3 billion and FCA has made \$5.4 billion. Cost cuts elsewhere should make up for the increased labor costs, Brown said.

Bernie Ricke, the head of a big union local in Ford's hometown of Dearborn, understands his workers' frustration when they see those big profits. But he warns them that if U.S. labor gets too expensive, the companies will move production elsewhere.

"At the end of the day, if you get \$50 an hour but you don't have a job, it doesn't mean anything," he says.

Ultimately, the tough negotiations could be a positive for the UAW, says Gary Chaison, a professor of industrial relations at Clark University. They show the union can collaborate with auto companies, win strong wages and accommodate dissent, he said.

Ford Says, 'Good Job' to Brose Plant

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we're celebrating excellence."

Kim Pittel, Ford's vice president of Sustainability, Environment and Safety Engineering, was one of the Ford officials who was invited to the party.

"I can speak from the heart," Pittel said. "When I was asked to attend this celebration, I didn't hesitate to say yes. I am proud of this team and how they keep going. They haven't forgotten that 'zero defects' is the ultimate goal and that it's a journey to reach that destination. Let's raise the Q1 flag at this facility. They've earned it."

Michael Brosseau, president of Brose North America, also spoke

to the audience of Jefferson facility employees.

"The Q1 designation is important to Brose," Brosseau said. "This is our fourth plant in North America to earn that award. And it's been quite a journey to get here. It was my team that launched this plant in 2008. There were times when we were closer to being removed from Ford's supplier chain than earning the Q1 award. I am proud that we and the people who work here were able to step up and meet the challenge and have our work become a benchmark in Ford's supply chain."

Chauhan said Brose Jefferson employs about 350 people in total.

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It's Not Easy Being Green, But Chevrolet Volt Does It Again

According to *Green Car Journal*, green is the new gold – again.

And the gold medal – in this case, the green medal – went to the Next-Generation 2016 Chevrolet Volt.

The Volt was awarded Green Car of the Year award from *Green Car Journal* last week at the Los Angeles Auto Show. This is the second time the Volt has won the award.

The 2016 Volt, which started arriving in dealerships this fall, also won the award when it debuted in 2010 as a 2011 model. *Green Car Journal* praised the Volt's increased range, new propulsion system and bold design.

The Green Car of the Year award is determined by an 11-member panel, and is based on fuel efficiency, Environmental Protection Agency and California Air Resources Board certifications, performance and affordability, said *Green Car Journal* spokeswoman Breanna Buhr. Other criteria include availability and accessibility.

The Green Car of the Year, Buhr said, is selected through a majority vote by a jury that includes celebrity auto enthusiast Jay Leno, plus leaders of noted environmental and efficiency organizations, including Jean-Michel Cousteau, president of Ocean Futures Society; Matt Petersen, board member of Global Green USA; Dr. Alan Lloyd, president emeritus of the International Council on Clean Transportation; Mindy Lubber, president of CERES; and Kateri Callahan, president of the Alliance to Save Energy.

During the award's vetting process, *Green Car Journal* editors consider all vehicles, fuels,

and technologies as an expansive field of potential candidates is narrowed down to a final five.

Finalists are selected for their achievements in raising the bar in environmental performance.

Many factors are considered, Buhr said, including efficiency, EPA and CARB emissions certification, performance characteristics, "newness," and affordability.

Availability to the mass market is important to ensure honored models have the potential to make a real difference in environmental impact, and finalists must be available for sale by January of the award year.

"Chevrolet's all-new Volt is a milestone, building on an already-technologically advanced 'green' car and delivering what buyers have longed for, including an impressive 53-mile driving range on a single charge," said Ron Cogan, editor and publisher of *Green Car Journal* and CarsOfChange.com.



Ron Cogan, left, and Chevy Marketing Director Steve Majoros

"A visually appealing design, increased five-passenger seating, and an array of on-board electronics combine with

the Volt's inherent efficiencies to make the 2016 Chevrolet Volt a real winner," Cogan said.

Club GM Looking For Christmas Donations

Club GM is collecting warm clothes for the needy as part of the organization's Christmas charity drive.

Club chairman Ardin Hammel said that donations are being taken until Dec. 18.

"We are looking for new hats, gloves and scarves as well as new shoes and socks," Hammel said. "We are looking for clothing in both children's and adult sizes."

Those wishing to participate are asked to bring their donations to the Club GM store located at the VEC building in the GM Tech Center in Warren, Hammel said. Club officials also ask that the donations be unwrapped. Empty boxes will be at the VEC store, Hammel said.

In addition to taking clothes for the needy, Club GM is also accepting checks and cash to help fund its efforts to help the less fortunate during this holiday season.

"We could really use your help to help others," Hammel said. "The items we collect and purchase will be given to local area shelters. We are asking for help in filling the empty boxes we are keeping at the store."

MCC, WSU Create Program for Students

A new partnership between Macomb Community College and Wayne State University will allow qualified students to concurrently enroll at both institutions, getting a head start on a WSU bachelor's degree while completing a Macomb certificate program or associate degree.

Wayne Advantage-Macomb features enrollment in both schools, coordinated financial aid calculated based on combined credit hours at both schools and joint academic advising, said MCC spokesman James Melton.

Students will be able to move seamlessly between Macomb

Community College and Wayne State University to complete their plan of study, taking courses at either or both schools at the same time, supported by a joint transcripting process to assist students in staying on track, Melton said.

"We have been serving students in Macomb County for more than 40 years, and are proud of the strong relationship we have with Macomb Community College," said Wayne State University President M. Roy Wilson. "We are confident that Wayne Advantage-Macomb will help our two schools align even more as

we strive to ensure that more Macomb County students earn associate and four-year degrees.

Ford Execs Say, 'Good Job' To Brose Plant

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Chauhan said Brose Jefferson employs about 350 people in total. About 50 of the employees perform engineering and administrative duties, while the rest do the actual manufacturing.

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"Drugged Driving Suit" shows the dangers of driving after taking drugs.

Ford: No More Takata for Us

by TOM KRISHER
AP Auto Writer

Ford Motor Co. will not be using air bag inflators made by Takata Corp. in future vehicles, another blow to the troubled Japanese parts supplier as the auto industry continues to shun its product.

Ford joins Honda, Toyota and Nissan in deciding against putting the inflators in vehicles now under development. Takata inflators can explode with too much force, sending shrapnel into drivers and passengers. At least eight people have been killed worldwide and hundreds injured. The inflators have led to the recall of 19.2 million vehicles in the U.S., and regulators.

Ford has recalled more than 1.5 million older Mustangs, Ford GTs and North American-built Ranger pickups to replace the in-

flators. Spokeswoman Kelli Felker would not say if other models have Takata inflators, but said the company has recalled all vehicles with inflators that Takata has determined are defective.

Takata uses ammonium nitrate to create a small explosion that inflates the air bags in a crash. The chemical can deteriorate under prolonged exposure to airborne moisture, causing it to burn too fast and blow apart a metal canister designed to contain the explosion. Ford has decided to stop using inflators powered by ammonium nitrate, Felker said.

Three other parts suppliers, Autoliv Inc., Daicel Corp. and ZF TRW Automotive Holdings Corp., are making inflators for Takata-assembled repair modules, and are gaining market share as Takata struggles to cope with the scandal.

Ford's 'Drugged' Driving Suit Teaches Youth

It's been said that young people think they're immortal and don't think anything bad will happen to them when they do foolish things like drink and drive – or, take drugs and drive.

Ford Motor Company disagrees with the youngsters who think that way.

The Dearborn automaker has created a unique suit for young people to wear. Much like its previous Drunk Driving Suit, this outerwear dramatically teaches the wearer about the dangers of driving under the influence of illegal drugs, said Ford spokeswoman Kelli Felker.

Ford developed the Drugged Driving Suit together with scientists from the respected Meyer-Hentschel Institute in Germany to simulate some of the effects of drugs such as cannabis, cocaine, heroin, and MDMA (commonly known as Ecstasy).

Those who wear the suit find they have slower reaction time, distorted vision, hand tremors and poor coordination, Felker said.

The new Drugged Driving Suit will be incorporated into Ford Driving Skills for Life, the award-winning young driver program that has provided training to more than 500,000 people around the world through hands-on and online tuition since its inception 11 years ago.

"Driving after taking illegal drugs can have potentially fatal consequences for the driver, their passengers, and other road users," said James Graham, global program manager for Ford Driving Skills for Life.

"We have already seen firsthand the eye-opening effect that our Drunk Driving Suit has had on those who wear it, and are confident that our new Drugged Driving Suit will have a similar impact."

Recent national data shows drugged driving on the rise. According to the most recent findings from the National Highway Traffic Safety Administration (NHTSA), approximately 18 percent of all motor vehicle driver deaths involve drugs other than alcohol, such as marijuana and cocaine, Felker said.

A NHTSA roadside survey also found that 22 percent of drivers tested positive for illegal, prescription or over-the-counter drugs.

Like the Drunk Driving Suit that Ford incorporated into the Driving Skills for Life program last year, the new Drugged Driving suit simulates the effects of reduced mobility, vision and coordination with padding and ankle weights, goggles and headphones.

"We know that some drugs can cause trembling hands, so we incorporated a device into the suit that creates just such a tremor," said Gundolf Meyer-Hentschel, CEO of the Meyer-Hentschel Institute.

"Drug users sometimes see flashing lights in their peripheral field, an effect recreated by our goggles, while imaginary sounds are generated by the headphones.

"Additionally, the goggles distort perception, and produce colorful visual sensations – a side effect of LSD use."

According to the 2013 National Survey on Drug Use and Health, approximately 9.9 million people 12 and older reported driving under the influence of illicit drugs, Felker said.

Similarly, a meta-analysis of multiple studies from the National Institute of Health has shown that the risk of being involved in an accident roughly doubles after marijuana use.

Ford Driving Skills for Life was

established in 2003 by Ford Motor Company Fund, the Governors Highway Safety Association, and a panel of safety experts to teach newly licensed teens and parents the necessary skills for safe driving beyond what they learn in standard driver education programs, Felker said.

The basic premise behind Ford Driving Skills for Life is to provide a step in the learning process, providing new skills and information not currently shared with newly licensed drivers in basic driver education courses. By the end of 2015, the international program will be offered in 30 countries and a hands-on driving clinic conducted in all 50 states in the United States, Puerto Rico and the District of Columbia.

The program is expected to have provided behind-the-wheel training to more than 150,000 drivers globally by the end of this year, Felker said.

Further details about the Ford DSFL program is available online at www.DrivingSkillsForLife.com, including training dates and venues, plus instructions about enrolling in the Ford DSFL Online training academy.

State Board, FCA Agree on Business Tax Credit Rules

LANSING, Mich. (AP) – Fiat Chrysler will have to spend an additional \$1 billion on Michigan facilities over 15 years to qualify for \$1.9 billion in business tax credits under an agreement approved last week by the state's economic development board.

The deal, the second with a Detroit Three automaker this year, is designed to help Michigan get a better handle on billions in tax incentives given to keep auto jobs in the state, primarily during the economic downturn. The redemption of higher-than-expected credits led to mid-budget year spending cuts in February.

The agreement amends a 2010 deal between what was then Chrysler Group LLC (now FCA US LLC) and the former Michigan Economic Growth Authority. The carmaker at the time was offered what was projected to be \$1.3 billion in tax credits through 2031 for a maximum of 20,000 retained jobs in the state. The credits are worth more, though, nearly \$2 billion, because of higher wages and other factors.

The new deal caps Fiat Chrysler's maximum credits at \$1.93 billion through 2029 and gradually increases the number of retained jobs the company can claim to 27,000. It also set annual limits on the tax credit value that may be claimed in a given year.

In a statement, FCA said the revised agreement provides greater economic certainty for all parties.

The Michigan Strategic Fund board approved a similar deal with Ford Motor Co. in June, capping the total value of the auto company's credits at \$2.3 billion.

Board President and Chairman Steve Arwood, who also is CEO of the Michigan Economic Development Corp., told reporters he is hopeful that an agreement will be struck with General Motors in December.

"They're both excellent deals for the state in terms of knowing the liability, the transparency, the additional capital investment," he said of the Fiat Chrysler and Ford agreements. "They've got labor agreements now for the next three or four years. When you look at what these companies have been willing to commit to the state of Michigan, I think it's just a huge win."

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Tim Wheeler, vice president of Global Sales for Roush Performance

Tch-Tch-Tch, VW – German Automaker Caught Again!

WASHINGTON (AP) – Volkswagen’s emissions cheating scandal widened Nov. 20 after the U.S. Environmental Protection Agency said the German automaker used software to cheat on pollution tests on more six-cylinder diesel vehicles than originally thought.

Volkswagen told the EPA and the California Air Resources Board the software is on about 85,000 Volkswagen, Audi and Porsche vehicles with 3-liter engines going back to the 2009 model year.

Earlier this month, the regulators accused VW of installing the so-called “defeat device” software on about 10,000 cars from the 2014 through 2016 model years, in violation of the Clean Air Act.

The regulators said in a statement they will investigate and take appropriate action on the software, which they claim allowed the six-cylinder diesels to emit fewer pollutants during tests than in real-world driving.

The latest allegation means that more Volkswagen, Audi and Porsche owners could face recalls of their cars to fix the software, and VW could face steeper fines and more intense scrutiny from U.S. regulators and lawmakers.

ers.

Audi spokesman Brad Stertz on Nov. 20 conceded that VW never told regulators about the software, in violation of U.S. law. He said the company agreed with the agencies to reprogram it “so that the regulators see it, understand it and approve it and feel comfortable with the way it’s performing.”

The software is on Audi Q7 and Volkswagen Touareg SUVs from the 2009 through 2016 model years, as well as the Porsche Cayenne from 2013 to 2016. Also covered are Audi A6, A7, A8, and Q5s from the 2014 to 2016 model years, according to the EPA.

Stertz said the software is legal in Europe and it’s not the same as a device that enabled four-cylinder VW diesel engines to deliberately cheat on emissions tests. VW has told dealers not to sell any of the models until the software is fixed.

VW made the disclosure on a day it was meeting with the agencies about how it plans to fix 482,000 four-cylinder diesel cars equipped with emissions-cheating software.

Stertz said it would cost in the “double-digit” millions of euros to reprogram all the software on the six-cylinder diesels.

Roush Cited for Moving Muscle Cars Globally

by Jim Stickford

It seems that the world loves Detroit iron.

To that end, Roush Performance received the Export Achievement Certificate from the U.S. Department of Commerce in recognition of opening and expanding into foreign markets in the Middle East and China.

The award was presented to the Livonia-based company at the recommendation of the Specialty Equipment Market Association (SEMA).

“This award underscores Roush Performance’s growth in sales and brand development in global regions,” said Tim Wheeler, vice president of Global Sales.

“The 2015 Ford Mustang became a global vehicle platform for the first time ever, and it ignited exciting demand from Mustang enthusiasts around the world for our Roush Performance appearance, styling, handling and power products.”

Wheeler said that Roush Performance is just doing what aftermarket parts companies do.

“The aftermarket abhors a vacuum,” Wheeler said.

“It will always come up with the parts that are needed by car enthusiasts.”

And this is exactly the time to be in the muscle car business, Wheeler said. There are more muscle car enthusiasts around the world than there ever have been before.

A lot of these enthusiasts are 40 or 50 years old, Wheeler said. They have finally bought the muscle car they’ve dreamed of owning since their younger days.

“We call them ‘teenagers with money,’” Wheeler said.

The company now sells Roush-engineered performance parts and technologies for Ford Mustangs and F-150 trucks in the Middle East and China.

Plus, Roush Performance distributes the RoushMustang vehicle program through Ford dealerships in Saudi Arabia and the United Arab Emirates.

It also has plans to expand its vehicle programs into China for 2016.

Wheeler said that Roush Performance has always been closely tied to Ford.

Now that Ford has created a truly worldwide Mustang, it presented the company with a chance to expand its customer base from basically the North American market to a global market.

“We grow as Ford’s performance market grows,” Wheeler said.

“The global release of the new Mustang worldwide expanded export opportunities for the SEMA industry.”

“Roush Performance led the industry in this global demand,” said Linda Spencer, senior director of international and government affairs for SEMA.

SEMA is also helping guide business development efforts for Roush Performance in markets as diverse as Australia, South Africa and Western Europe, Wheeler said.

The way it works is that SEMA provides members information such as commerce, trade, exporting policies and customs for conducting business in different global regions.

“What I’ve found interesting,” Wheeler said, “is that people want their aftermarket parts to be American. They covet American kits.

“I was recently in Dubai and asked what if people could buy locally-made parts and have the work done close by. I was told that no, people want the parts to be American and installed by Americans. Otherwise, it devalues the muscle car. I found the same thing true in the Chinese market as well. They look at these vehicles as American and want the aftermarket work to be done with American parts and American technicians.”

Roush Performance is celebrating the 40th anniversary of its founding this year, Wheeler said.

The company’s founder, Jack

Roush, maintained a close relationship with Ford from the beginning.

The company’s engineers have worked with Ford engineers to make sure Roush products are up to the job.

The expansion into foreign markets means Roush’s plants in the U.S. are busier and that the company’s 2015 Mustang Five Liter Supercharger kit is co-branded with Ford, Wheeler said.

It was worked on together by engineers from both companies during its development process.

Commerce Department Assistant Secretary Marcus Jadotte presented the Export Achievement Certificate to Wheeler and Roush Performance’s Tony Marszalek and Paul Grant during an awards ceremony at the SEMA Show last week.

European Auto Sales Top 1.1M, Yet Growth Slows

MILAN, ITALY (AP) – The European car market expanded 2.9 percent in October, topping 1.1 million units as growth slowed in all major markets, according to new figures released Nov. 17 by the European carmakers’ association ACEA.

The expansion marked the 26th straight month of growth in the continent’s automotive market, albeit sluggishly with two of the biggest markets, France and Germany, growing by just 1 percent, and Britain contracting by as much.

European car buyers appear reluctant to punish Volkswagen for its emissions scandal, penalizing the German automaker’s sales last month no more than some of its mass-market competitors.

IHS Automotive analyst Carlos Da Silva said the slowing growth reflects weaker pent-up demand after six years of crisis.

He forecasts 2015 registrations will grow by about 8 percent this year to nearly 13.6 million units overall, saying the European automotive market should “remain on its positive path.”

Volkswagen remained the top seller, commanding a quarter of the market in the first full month of figures since it acknowledged cheating on U.S. diesel emissions tests. Volkswagen brand sales slipped 0.2 percent, while all of Volkswagen group sales – including the brands SEAT, Skoda, Porsche, Audi and Lamborghini – dropped 0.5 percent.

Da Silva said it was too early to say if Volkswagen’s sales had been damaged by the emissions scandal, noting that European buying practices take longer to translate into sales numbers, with cars being ordered by customers and not purchased out of stock.

By comparison, mass-market competitor PSA Peugeot Citroen saw its vehicle sales fall 0.9 percent, while Renault sank 0.7 percent.

German luxury carmakers BMW and Daimler posted double-digit increases in October, up 13 percent and 21 percent respectively.

Daimler got a big boost from its Smart, which saw sales rise more than 200 percent to over 8,800 units.

Another mass-market carmaker – Fiat Chrysler – significantly outpaced the European market with an 8 percent upswing in sales, led by the Fiat Panda and the 500 compact cars along with the company’s popular Jeep brand. Alfa Romeo sales, meanwhile, slid. It was the 10th consecutive month that the U.S.-Italian carmaker bettered the market.

New Fiat 124 Spider Pays Homage to Its 1960s Original

Fiat Chrysler’s plan to reintroduce the Fiat vehicle line to North America got a boost on Nov. 18 at the L.A. Auto Show when the company introduced the new 2017 Fiat 124 Spider.

This vehicle revives the storied nameplate, bringing its classic Italian styling and performance to a new generation, said Olivier François, head of Fiat Brand, FCA – Global.

It pays homage, he said, to the original 124 Spider nearly 50 years after its introduction.

The 2017 Fiat 124 Spider delivers the ultimate Italian roadster experience, said François, with driving excitement, technology and safety combined with iconic Italian design.

“There’s no better way to celebrate 50 years of the Fiat 124 Spider than to bring back this iconic roadster, pairing its Italian styling of the past with all of the modern performance and technology of today,” said François.

“The 124 Spider expands the Fiat family, bringing to market yet another head-turning, fun-to-drive vehicle for our customers.”

In North America, the Fiat 124 Spider is available with the 1.4-liter MultiAir Turbo four-cylinder engine, the engine’s first application in a rear-wheel-drive vehicle.

The engine delivers 160 horsepower and 184 lb.-ft. of torque, and is available with a six-speed manual transmission or a six-speed automatic transmission.

The 124 Spider’s suspension uses a double-wishbone layout in front and a multi-link in the rear, specifically tuned for greater stability while braking and turning.

Steering is light and responsive with the use of an electric power assist (dual pinion) system.

The steering and suspension setup, lightweight frame, balanced weight distribution and turbocharged engine combine for a dynamic driving experience, François said.

Noise, vibration and harshness (NVH) enhancements, including an acoustic front windshield and insulation treatments, also help to deliver a refined, quiet ride. For an open-air driving experience, the Fiat 124 Spider’s soft convertible top is easy to operate and requires minimal force, much like the original Spider’s top, François said.

The roadster will be available with an array of safety and security features, including adaptive front headlamps, Blind-spot Monitoring, Rear Cross Path detection and ParkView rear backup camera.

A high-strength body helps to dissipate energy while optimizing occupant protection.

The Fiat 124 Spider is also available with technology features for added comfort and convenience, including the Fiat Connect 7.0 system with 7-inch touchscreen display, multimedia control, Bluetooth connectivity, heated seats and Keyless Enter ‘n Go, François said.

A Bose premium sound system with nine speakers, including dual headrest speakers, is also available for superior sound quality even with the top down.

The new Fiat 124 Spider, designed at Centro Stile in Turin, Italy, borrows cues from the original



The Fiat 124 Spider was unveiled recently at the Los Angeles Auto Show.

inal Spider – widely considered one of Fiat’s most beautiful cars of all time – and reinterprets them for today, François said.

The 2017 124 Spider is meant to have a timeless low-slung presence, with a classically beautiful bodyside, well-balanced proportions and a sporty cabin-to-hood ratio, François said.

Features like the hexagonal upper grille and grille pattern, “power domes” on the front hood and sharp horizontal rear lamps call to mind details of the historic Spider, said François.

The interior is crafted and designed to focus on the occupants, with premium soft-touch materials throughout, François said.

Ergonomics were applied to emphasize the driving experience and ensure easy operation of the steering wheel, pedals and shifter while driving, he said.

The 2017 Fiat 124 Spider is available in two trim levels: Classica and Lusso. Each model is available in six exterior paint col-

ors, including Rosso Passione (Red Clear Coat), Bianco Gelato (White Clear Coat), Nero Cinema (Jet Black Metallic), Grigio Argento (Gray Metallic), Grigio Moda (Dark Gray Metallic) and Bronzo Magnetico (Bronze Metallic). The Lusso (“Luxury”) model is also available in tri-coat Bianco Perla (Crystal White Pearl).

To celebrate the return of the classic nameplate, the first 124 vehicles will be offered as a limited-edition Prima Edizione Lusso, as shown at the 2015 Los Angeles Auto Show, François said.

Each will be individually numbered with a commemorative badge and available in exclusive Azzurro Italia (Blue) exterior paint with premium leather seats in Saddle. Owners who purchase a Prima Edizione will also receive limited-edition items, including wearables and a poster.

The new Fiat 124 Spider will arrive in Fiat studios in North America in summer 2016, said Fiat Chrysler spokeswoman Angela Bianchi.

2017 Canyon Goes Public

General Motors gave the public the first glimpse of the 2017 GMC Canyon Denali on Nov. 17 at the Los Angeles Auto Show.

Denali is the ultimate expression of GMC's professional grade style, luxury and capability, said Duncan Aldred, vice president of GMC Sales and Marketing – and it's coming to the Canyon midsize truck.

"Canyon is the segment's first and only premium midsize truck, offering unparalleled capability and efficiency matched with maneuverability and refinement," said Aldred.

"The all-new Canyon Denali builds on that award-winning combination with the distinctive styling, luxurious interior and elevated content that has defined the Denali nameplate since its introduction nearly 17 years ago."

Like all Denali models, the new Canyon Denali is distinguished with a unique chrome grille and unique wheels – 20-inch ultra-bright-machined aluminum wheels with painted accents, Aldred said.

Exterior cues include chrome fog lamp bezels, five-inch-diameter rectangular chrome assist steps, a polished exhaust tip and a standard spray-in bed liner.

The Canyon Denali will be offered in six exterior colors.

Standard technologies include Forward Collision Alert and Lane Departure Warning. Additional standard features include:

- Heated steering wheel;
- GMC IntelliLink with Navigation, an eight-inch-diagonal color touchscreen and phone integration with Apple CarPlay and Android Auto;
- Automatic climate control;
- Full-color driver info center;
- Remote vehicle starter system;
- Two USB charging ports on the rear of the center console

and another USB port inside the console.

The 2017 Canyon Denali builds on the Canyon's past record of success, GMC spokesperson Kelly Wysocki said. In 2015, Canyon won Cars.com Midsize Pickup Challenge for its segment-leading capabilities and efficiency, including the latest in safety features, cargo-hauling and trailering versatility.

Autoweek named Canyon as the "Best of the Best Truck for 2015," while *WardsAuto* recognized the Canyon as one of its 10 Best Interiors for 2015, based on criteria including design harmony, ergonomics, materials, driver information, safety and comfort.

Wysocki said the Denali line is named for Mount Denali, the highest peak in North America, and that the GMC Denali brand represents the pinnacle of luxury, design and performance.

GMC's top-of-the-line models include the signature Denali chrome grille – premium materials and the latest safety and infotainment technology, Wysocki said. Features such as a 10-inch reconfigurable instrument cluster on the Yukon Denali series and Magnetic Ride Control on Sierra Denali are exclusive to their respective vehicle segment.

The luxury-focused Denali models, Wysocki said, outsell the entire product lines of some of the most aspirational marques, including Land Rover, Jaguar and Porsche, with almost 60 percent of all GMC Yukon/Yukon XL models and more than 45 percent of Sierra HD sold wearing the Denali badge.

Overall, Denali vehicles have accounted for about 25 percent of all GMC retail sales in 2015 and more than 850,000 since the Denali was launched, Wysocki said.

The new Canyon Denali will be going on sale in late 2016.

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<h4>2015 BUICK ENCORE</h4> <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*	<h4>2016 BUICK VERANO 1SD</h4> <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*	<h4>2016 BUICK LACROSSE LEATHER PACKAGE 1SL</h4> <p>Stk. #B460492</p> <table border="1"><tr><td>LEASE FOR \$219* 24 MO. \$999 DOWN</td><td>PURCHASE A 2015 1SB FOR \$33,528*</td></tr></table>	LEASE FOR \$219* 24 MO. \$999 DOWN	PURCHASE A 2015 1SB FOR \$33,528*	<h4>2016 BUICK ENCLAVE CONVENIENCE</h4> <p>Stk. #B560137</p> <table border="1"><tr><td>LEASE FOR \$219* 36 MO. \$999 DOWN</td><td>PURCHASE FOR \$34,002*</td></tr></table>	LEASE FOR \$219* 36 MO. \$999 DOWN	PURCHASE FOR \$34,002*
LEASE FOR \$79* 24 MO. \$999 DOWN	PURCHASE FOR \$19,995*										
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<h4>2016 GMC YUKON SLE</h4> <p>Stk. #560733</p> <table border="1"><tr><td>LEASE FOR \$368* 36 MONTHS \$1,999 DOWN</td><td></td></tr></table>	LEASE FOR \$368* 36 MONTHS \$1,999 DOWN		<h4>2016 GMC ACADIA SLE-1</h4> <p>Stk. #STTMBK</p> <table border="1"><tr><td>LEASE FOR \$179* 24 MONTHS \$1,499 DOWN</td><td>PURCHASE FOR \$29,808*</td></tr></table>	LEASE FOR \$179* 24 MONTHS \$1,499 DOWN	PURCHASE FOR \$29,808*	<h4>2015 GMC SIERRA ELEVATION EDITION 1500 • 4WD DBL. CAB</h4> <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*	<h4>2016 GMC TERRAIN SLE-1</h4> <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*
LEASE FOR \$368* 36 MONTHS \$1,999 DOWN											
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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>SILVERADO 2015</h3> <p>Stk. #553788</p> <table border="1"><tr><td>PURCHASE A 4WD LS DBL ST8 CUSTOM PACKAGE FOR \$29,865*</td><td>LEASE A 2015 SILVERADO 24 MONTHS \$119* \$999 DOWN</td></tr></table>	PURCHASE A 4WD LS DBL ST8 CUSTOM PACKAGE FOR \$29,865*	LEASE A 2015 SILVERADO 24 MONTHS \$119* \$999 DOWN	<h3>NEW CRUZE 2016</h3> <p>Stk. #460324</p> <table border="1"><tr><td>LEASE A LT 24 MONTHS \$46* \$999 DOWN</td><td>PURCHASE A LS FOR \$14,849*</td></tr></table>	LEASE A LT 24 MONTHS \$46* \$999 DOWN	PURCHASE A LS FOR \$14,849*	<h3>MALIBU 2016</h3> <p>Stk. #460444</p> <table border="1"><tr><td>LEASE A LT 24 MONTHS \$36* \$999 DOWN</td><td>PURCHASE A LS FOR \$17,450*</td></tr></table>	LEASE A LT 24 MONTHS \$36* \$999 DOWN	PURCHASE A LS FOR \$17,450*	<h3>EQUINOX 2016</h3> <p>Stk. #560302</p> <table border="1"><tr><td>LEASE A LT 24 MONTHS \$119* \$999 DOWN</td><td>PURCHASE A LS FOR \$20,957*</td></tr></table>	LEASE A LT 24 MONTHS \$119* \$999 DOWN	PURCHASE A LS FOR \$20,957*
PURCHASE A 4WD LS DBL ST8 CUSTOM PACKAGE FOR \$29,865*	LEASE A 2015 SILVERADO 24 MONTHS \$119* \$999 DOWN										
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<h3>CAMARO 2015</h3> <p>Stk. #450761</p> <table border="1"><tr><td>PURCHASE FOR \$22,457*</td><td></td></tr></table>	PURCHASE FOR \$22,457*		<h3>TRAX 2016</h3> <p>Stk. #STBXP</p> <table border="1"><tr><td>LEASE FOR 24 MONTHS \$49* \$999 DOWN</td><td>PURCHASE FOR \$16,620*</td></tr></table>	LEASE FOR 24 MONTHS \$49* \$999 DOWN	PURCHASE FOR \$16,620*	<h3>TRAVERSE 2016</h3> <p>Stk. #560275</p> <table border="1"><tr><td>LEASE FOR 24 MONTHS \$169* \$999 DOWN</td><td>PURCHASE FOR \$26,666*</td></tr></table>	LEASE FOR 24 MONTHS \$169* \$999 DOWN	PURCHASE FOR \$26,666*			
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LEASE FOR 24 MONTHS \$49* \$999 DOWN	PURCHASE FOR \$16,620*										
LEASE FOR 24 MONTHS \$169* \$999 DOWN	PURCHASE FOR \$26,666*										

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AutoTrader.com's Perry Returns To CEO Position

TrueCar, Inc. has named Chip Perry, an online automotive pioneer and long-time industry leader, to the position of president and chief executive officer, effective Dec. 15.

Perry was the first employee of AutoTrader.com in 1997 and served as its CEO from the company's inception until 2013.

While at the helm, he guided the company's evolution from a one-person startup into the world's largest online automotive marketplace, with \$1.5 billion in revenue, 20,000 dealer customers, 16 million monthly unique website visitors and 3,500 employees, said TrueCar spokeswoman Alison Sternberg. Perry oversaw AutoTrader's creation of an array of transformative digital solutions that have helped thousands of dealers grow their presence online.

"I've followed TrueCar's progress for many years and am truly excited to be joining the company. TrueCar has built incredible tools for car buyers and retailers and has a strong base on which to grow," Perry said. "My initial focus will be on TrueCar's dealer partners – listening to them and finding ways to serve them better."

As previously announced, Scott Painter, TrueCar's founder, will formally step down as CEO and also resign his positions as TrueCar's chairman and as a member of the company's board of directors, effective December 15.

"As founder of TrueCar, I'm proud of what we've accomplished, but it's time for a change and we have found exactly the right person for the job," Painter said.

"I know as well as anybody what is required to take the spark of an idea and turn it into a thriving business, and that is what Scott did for TrueCar," said Perry. "Thanks to his leadership, we have an extremely strong management team, a talented and enthusiastic employee base and an unflinching commitment to improving the car-buying experience for both consumers and dealers. I will put my full energy into helping TrueCar become all it can be."

Prior to starting AutoTrader.com, Perry was a management consultant in the Los Angeles office of McKinsey & Co, and a vice president of new business development at the Los Angeles Times newspaper.

Thief Takes SUV, Crashes Through Dealership Doors

OCALA, Fla. (AP) – Authorities have arrested a man they say stole two big-screen TVs at a Honda dealership in central Florida, loaded them into an SUV on the showroom floor and drove through double glass doors in an attempt to make a getaway.

Ocala Police say Vantice Beshears, 46, crashed into another vehicle before jumping out of the SUV he was driving. Police found the SUV parked outside a nearby subdivision and saw Beshears walking nearby. Authorities said he appeared intoxicated.

The Ocala Star-Banner reports he faces six charges, including grand theft over \$20,000 and commercial burglary.

He remained at the Marion County Jail as of Nov. 20. It's unclear if he has retained an attorney who could comment on the charges.

Authorities said he also had outstanding warrants from Marion and Lake counties.