



2017 Buick Encore

Buick Global Sales Exceed Expectations; Hit 1M Mark

Through September, global Buick deliveries worldwide totaled 1,046,746 vehicles for 2016. At no other point in the brand's 113 years of business has this milestone been reached so quickly,said GM spokesman Stuart Fowle.

Compared to the same span in 2015, nearly 200,000 more customers have taken delivery of a new Buick car or SUV, said Fowle.

Buick's year-over-year growth of 23 percent is the highest in the industry for major brands selling vehicles in both North America and China. With three months

left in the year, Buick is on track for its fourth consecutive all-time global sales record, said Duncan Aldred, vice president of Global Buick Sales, Service and Marketing.

"Demand worldwide continues to grow for attainable Buick luxury and the beautiful, quiet and comfortable cars and SUVs we offer," said Aldred. "We complement that driving experience with customer service that consistently ranks among the highest in the industry."

Buick currently ranks as the

CONTINUED ON PAGE 2

Chevy Revs Up for Upcoming SEMA Show

Chevrolet previewed the Malibu and Cruze RS hatchback Blue Line concepts Oct. 19 ahead of their Nov. 1 public debut at the SEMA Show in Las Vegas.

The concepts were designed to blend equal parts style, performance and function, and the new designs are meant to demonstrate the lifestyle and personalization possibilities of the brand's latest vehicles – all with sophisticated aesthetics, said Roger McCormack, director, Accessories and Performance Parts Marketing. Both of the concept vehicles feature Genesis White exteriors accented with blue-tinted windows and 18-inch concept wheels painted slate blue metallic.

"The Chevrolet Blue Line Series concepts integrate accessories that offer greater personalization choices for customers," said McCormack. "Each vehicle wears production and concept accessories thematically linked under the Blue Line Series banner. We look forward to gauging public reaction at the SEMA Show and other venues."

The production and concept accessories were developed in Chevrolet's design studio alongside the vehicles, said GM spokesman Randal Fox.

"Chevrolet accessories bring a level of value and peace of mind that can only come from parts that are designed, engineered, tested and backed by the same

team that developed the vehicles," said McCormack. "It's a level of integration that enhances the sporty appearance of the vehicles."

The Malibu Blue Line concept combines design accents with performance parts, for a more athletic stance and sporty look, McCormack said.

The Genesis White exterior offers a transitional look, appearing bright white in some light and light gray in other conditions. In addition to the slate blue metallic 18-inch concept wheels, Chevrolet Accessories include:

- Ground effects kit with a

CONTINUED ON PAGE 5



Chevrolet unveiled the concept Cruze and Malibu vehicles it will display at the upcoming SEMA Show.

Ford Recycling Efforts Extend to Used Clay

Waste not, want not. Ford is following that philosophy even when it comes to something many people associate with what children play with on a rainy day.

Modeling clay can be crafted, re-crafted and recycled over many years, said Ford spokeswoman Deeptie Sethi. And Ford has come up with a process that does just that with the clay it uses to model future vehicles.

Even as Ford embraces digital design and new technology, nothing beats building a full-size clay model of a vehicle, said Lloyd VandenBrink, modeling manager at Ford's Truck Studio in Dearborn. These clay models remain an important part of Ford's creative design process, helping designers spot issues in both the interior and exterior of a vehicle.

"We are constantly being influenced by new technologies, but

when we want to view physical properties early in the process, we still turn to clay," said VandenBrink. "When a design is still fluid, clay allows immediate reviews and feedback so necessary for working in a collaborative atmosphere."

And building these models requires a lot of clay, Sethi said. Ford uses up to 200,000 pounds of clay every year to construct full-size vehicle models. None of this material was reused in the past, but during the last five years the company has used a proprietary machine to recycle more than 20,000 pounds of clay and keep it out of landfills.

That's the equivalent of a dozen full-size clay model exteriors. For example, a full-size model built to design the new Raptor was composed of 1,935 pounds of clay – and designers spent 20,000 hours modeling it over

four years, VandenBrink said.

Most of the clay that Ford recycles comes from the milling process, during which designers use a machine to help them shape the silhouette of a vehicle. Since even a grain of sand can affect the finish quality of a model, only clay chips that fall into bins surrounding the vehicle are recycled.

Once gathered, these clay chips are placed in the recycling machine – designed to process only Ford's unique clay material and nothing else. The machine compresses and churns the clay with multiple blades, sucking all the air out of the material. The clay is then passed through a nozzle that's heated just enough to churn it out with the proper consistency so that it can be reused.

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Clay is still used in Ford's design process, and the company has found ways to recycle it for further use.



Matt Simoncini at the Llear Innovation Center grand opening.

Lear Returning to Detroit, Opens Innovation Center

by Jim Stickford

Lear has returned home. That was the message given at the opening of Southfield-based Lear Automotive's grand opening of its innovation center in downtown Detroit on Oct. 18.

Matt Simoncini, Lear CEO and president, said that as someone who grew up and was educated in the city of Detroit, it was an honor to be able to open up a new facility in the city where Lear got its start.

The innovation center, Simoncini said, also allows Lear to leverage some resources right around the corner – Wayne State University and the Center for Creative Studies.

The Lear Innovation Center, said Karl Henn, director of Product Innovation, has been set up in a six-story building that was originally a cigar factory, and is located right next to the Book

Cadillac Hotel on State Street. The site will be used to bring together designers and engineers to better make the car components of the future.

"Let's face it," Henn said, "the automobile is transforming from a nuts and bolts horsepower item people use for transportation to a lifestyle experience. Cars are now more than a combination of parts. That's where the Lear Innovation Center comes in. Cars may be global, but the heart of the auto industry is in Detroit. We get to be a part of the rebirth of the city and downtown Detroit while reinventing Lear and its products."

The Lear staff there, Henn said, will total about 100 when everyone is finally moved in. Some, like him, will come from Lear's headquarters in Southfield while others will be hired or

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586-939-6800

Contact us:
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Deadline: Thursday 5:00 p.m.
for the next edition of Monday

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Lisa A. Torretta, operations
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FCA Will Recall
Jeep Wranglers
For Air Bags

DETROIT (AP) – Fiat Chrysler is recalling more than 224,000 Jeep Wrangler SUVs worldwide because the air bags may not inflate in a crash.

The recall covers certain 2016 and 2017 Wranglers. The company says in government documents that wiring to a sensor can come loose, cutting off signals to an air bag computer. If that happens, the seat belt pretensioners won't work and the air bags won't deploy.

The company says no one has been hurt because the air bags didn't inflate and no customers have complained. The problem was discovered during company crash tests. Fiat Chrysler found that during a crash, the left headlight would rotate, pulling the wiring loose.

Repairs to fix the problem aren't ready yet, but Fiat Chrysler says it's imminent and owners will be notified when to set up a service appointment. Dealers will reroute the wiring at no cost to owners.

Fiat Chrysler says none of the 2017 models have been sold yet.

Buick Brand
Sales Grow
Worldwide

CONTINUED FROM PAGE 1

second-largest passenger-car brand in China and outsells key competitors including Acura, Audi, Infiniti and Lincoln in North America. In the U.S., year-to-date retail sales are the highest in 11 years, Aldred said.

"Buick's modern, smart SUV lineup is fueling the nameplate's international growth," Aldred said. "The compact Envision is on pace for more than 200,000 global sales in its second year in the market. Sales in North America began in May and demand has been strong, with Envisions averaging just 23 days on dealer lots. That's far below the industry average of 65 days."

The Encore small SUV has increased its global sales each year since its launch less than four years ago and had its best U.S. sales month ever in September with 7,197 deliveries, Fowle said.

Aldred said recent U.S. Buick buyers cite quality and value among their top reasons for purchase, and the brand continues to provide top safety ratings as well.

MCC, MAP+ Offer Help, Advice to Students

Macomb Community College's Michigan Apprenticeship Program Plus (MAP+) was presented with Automation Alley's 2016 Outstanding Educational Initiative Award at the organization's Annual Awards Gala on Oct. 14.

The award recognizes one science, technology, engineering or math initiative that has broken the mold, demonstrating a creative approach to high-skill training of our current and future workforce in new and emerging technologies, said MCC spokeswoman Jeanne Nicol.

MAP+ is a partnership between Macomb and Grand Rapids Community College to develop and expand apprenticeship career pathways, Nicol said. The program spans from building awareness, including working with high schools and other organizations to link individuals to opportunities, providing pre-apprentice and apprenticeship training, matching employers and students, leveraging associate degree attainment and creating options for bachelor-degree completion. The program offers industry-driven, structured training that allows employers to develop current employees, as well as to interview and hire students.

"In an increasingly tight market for skilled workers, MAP+ provides an effective way for employers to jump start their recruiting or to retain and further

develop their existing workforce," said Joe Petrosky, dean, Engineering and Advanced Technology, Macomb Community College. "Macomb is committed to making meaningful contributions to meeting the workforce needs of Michigan employers, creating relevant career pathways for individuals, and boosting our region's and state's economic competitiveness."

MCC, Nicol said, is focusing on manufacturing-related areas such as CNC machining, robotics, tooling, die, mold, welding and industrial maintenance, as well as supporting other traditional apprenticeship areas such as construction and climate control. Grand Rapids Community College's programs are focusing on the information technology sector.

On Tuesday, Nov. 1 from 8 to 11 a.m., Macomb Community College will host, How to Start a Registered Apprenticeship Program at the John Lewis Student and Community Center (K Building) on Macomb's South Campus, 14500 E. 12 Mile Road, Warren. The cost to attend is \$10 per person, which includes a hot breakfast.

The meeting is sponsored by the Michigan Apprenticeship Program Plus (MAP+) initiative and will provide guidance on how to start a registered apprenticeship program. Representa-

tives from Macomb and the U.S. Department of Labor will be available to answer questions.

To register for How to Start a Registered Apprenticeship Program, go online to www.macomb.edu/MAP+. For more information about the event, call 586-445-7438 or go online to apprenticeship@macomb.edu.

Macomb Community College (www.macomb.edu) is one of the nation's leading community colleges, providing learning experiences to nearly 44,000 students annually. Macomb nationally ranks in the top two percent in the number of associate degrees awarded by community colleges and is the largest grantor of associate degrees in Michigan.

The college's comprehensive educational programming includes pre-collegiate experiences, university transfer and career preparation programs, bachelor degree completion and graduate degree programs, workforce training, professional education and certification, and continuing education and enrichment opportunities.

Self-Driving Car
Crashes in
Singapore

SINGAPORE (AP) – A self-driving car with two engineers on board was switching lanes in Singapore when it hit a truck Oct. 18, authorities said. No one was hurt.

The vehicle was operated by autonomous vehicle software startup nuTonomy, which made headlines last month when it offered free rides in its self-driving taxis in a Singapore district.

The Land Transport Authority said the car was "involved in a minor incident" on a public road designated for testing.

"The test vehicle was changing lane when it collided with a lorry at a low speed. There were no injuries," it said in a Facebook post. The transport regulator said it is working with police to investigate. NuTonomy, a spinoff from the Massachusetts Institute of Technology which has offices in Massachusetts and Singapore, said in a statement that it is cooperating with authorities and has an investigation of its own.



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GM's Duramax Diesel Engine Advances Art of Powertrain

GMC's redesigned Duramax 6.6L V8 turbo-diesel engine that is offered on the 2017 Sierra HD had its debut last week.

This next-generation redesign offers more horsepower and torque than ever – an SAE-certified 445 horsepower and net 910 lb.-ft. – to enable easier, more confident hauling and trailering, said GM spokesman Tom Read. Along with a 19 percent increase in max torque over the current Duramax 6.6L, the redesigned turbo-diesel's performance is quieter and smoother, for greater refinement. In fact, engine noise at idle is reduced 38 percent.

"With nearly 2 million sold over the past 15 years, customers have forged a bond with the Duramax diesel based on trust and capability," said Dan Nicholson, vice president, Global Propulsion Systems. "The new Duramax takes those traits to higher levels."

The new Duramax 6.6L shares essentially only the bore and stroke dimensions of the current engine and incorporates a new, GM-developed control system, Read said. The Duramax's signature low-rpm torque production hasn't changed and still offers 90 percent of peak torque at a low 1,550 rpm and sustains it through 2,850 rpm.

"Nearly everything about the Duramax is new, designed to produce more torque at lower rpm and more confidence when trailering or hauling," said Gary Arvan, chief engineer. "You'll also notice the refinement improvements the moment you start the engine, and appreciate them as you cruise quietly down the highway – with or without a trailer."

Additional highlights include:

- New, stronger cylinder block and cylinder heads;
- New, stronger rotating and reciprocating assembly;
- Increased oil- and coolant-flow capacity;

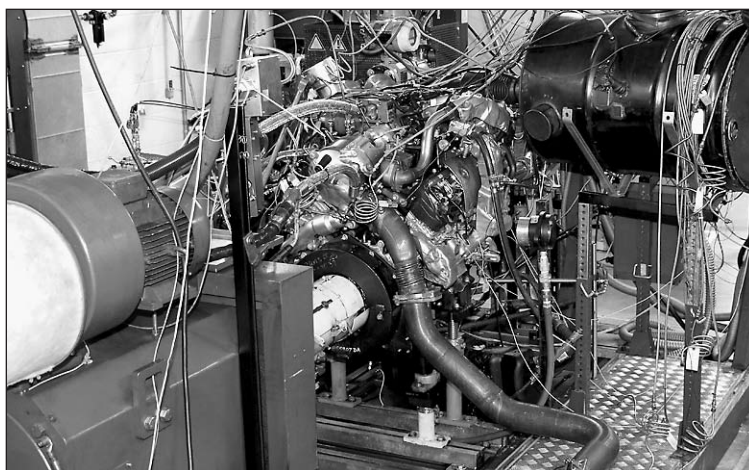
- New EGR system with single cooler and integrated bypass;
- New electrically actuated/electronically controlled turbocharging system;
- All-new advanced solenoid fuel system;
- New full-length damped steel oil pan that contributes to quietness;
- B20 bio-diesel compatibility;
- SAE-certified 445 net horsepower at 2,800 rpm;
- SAE-certified 910 net lb.-ft. of torque at 1,600 rpm.

A new, patent-pending vehicle air intake system – distinguished on the Sierra HD by a hood scoop – drives cool, dry air into the engine for sustained performance and cooler engine temperatures during difficult conditions such as trailering on steep grades, Arvan said. Cooler air helps the engine run better under load, especially in conditions where engine and transmission temperatures can rise quickly. That allows the Duramax to maintain more power and vehicle speed when trailering in the toughest conditions.

The intake design is another example of the advanced integration included in the 2017 Sierra HD that makes it over-the-road capable, Nicholson said.

As with previous versions, the new Duramax block features a strong cast-iron foundation known for its durability, with induction-hardened cylinder walls and five nodular iron main bearings. It retains the same 4.05-inch and 3.89-inch bore and stroke dimensions as the current engine, retaining the Duramax's 6.6L (403 cubic-inch) displacement.

A deep-skirt design and four-bolt, cross-bolted main caps help ensure the block's strength and enable more accurate location of the rotating assembly. A die-cast aluminum lower crankcase also strengthens the engine block and serves as the lower engine cover, while reducing its overall weight. The new engine block incorpo-



The new Duramax 6.6L turbo diesel being tested.

rates larger-diameter crankshaft connecting rod journals than the current engine, enabling the placement of a stronger crankshaft and increased bearing area to handle higher cylinder loads.

An enhanced oiling circuit, with higher flow capacity and a dedicated feed for the turbocharger, provides increased pressure at the turbo and faster oil delivery. Larger piston-cooling oil jets at the bottom of the cylinder bores spray up to twice the amount of engine oil into oil galleries under the crown of the pistons, contributing to lower engine temperature and greater durability.

A new, two-piece oil pan contributes to the new Duramax's quieter operation. It consists of a laminated steel oil pan with an

upper aluminum section. The aluminum section provides strength-enhancing rigidity for the engine, but a pan made entirely of aluminum would radiate more noise, so the laminated steel lower section is added to dampen noise and vibration.

There's also an integrated oil cooler with 50 percent greater capacity than the current engine's, ensuring more consistent temperatures at higher engine loads.

Segment firsts include:

- Re-melt piston bowl rim;
- Venturi Jet Drain Oil Separator;
- Closed loop glow plug temperature control;
- Stronger pistons with remelt.

A forged micro-alloy steel crankshaft anchors the new Du-

ramax's stronger rotating assembly. Cut-then-rolled journal fillets contribute to its durability by strengthening the junction where the journals – the round sections on which the bearings slide – meet the webs that separate the main and rod journals.

The connecting rods are stronger, too, and incorporate a new 45-degree split-angle design to allow the larger-diameter rod bearings to pass through the cylinder bores during engine assembly. They're forged and sintered with a durable powdered metal alloy, with a fractured-cap design enabling more precise cap-to-rod fitment.

A new, stronger cast aluminum piston design tops off the rotating assembly. It features a taller crown area and a remelted combustion bowl rim for greater strength. Remelting is an additional manufacturing process for aluminum pistons in which the bowl rim area is reheated after casting and pre-machining, creating a much finer and more consistent metal grain structure that greatly enhances thermal fatigue properties.

Additionally, the Duramax's pistons don't use pin bushings, reducing reciprocating weight to help the engine rev quicker and respond faster to throttle changes. The redesigned engine retains the Duramax's aluminum cylinder head design, with six head bolts per cylinder and four valves per cylinder.

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'We're All About the Lightweighting' at Martinrea

by Jim Stickford

The Canadians are coming, the Canadians are coming – to Auburn Hills.

The Canada-based automotive supplier Martinrea just broke ground for its new technical center in Auburn Hills on Oct. 17.

The new tech center, located next to GKN's regional headquarters on North Opdyke, should be open for business by next July, said Pat D'Eramo, Martinrea president and CEO.

"We decided to build a new tech center for a couple of reasons," D'Eramo said. "First we have a couple of different facilities in the area and their leases are coming up. This allows us to bring everything together under one roof while taking care of the lease issue. And second our R&D has started to grow. Even if we decided to keep our other sites, we'd still need more space for research. So given this, we've taken the extra step of building a new tech center."

D'Eramo said that much of the R&D being done by Martinrea concerns the development of lighter metals.

"We're all about the lightweighting," D'Eramo said. "We're about evenly split between aluminum and steel. Today's vehicle can't all be one – steel or aluminum – and we are researching ways to combine these two different metals when doing things like aluminum stamping, aluminum extrusion and aluminum casting. The need to do R&D on how to combine these products drove this move as much as anything else."

D'Eramo said the square footage of lab space for research should be doubled to about 110,000 square feet once the new tech center is complete.

D'Eramo said they decided to call the new facility a tech center because he's an old GM man himself and his first job was at GM's Tech Center in Warren.

"I grew up in Detroit and always thought 'tech center' was a cool name," D'Eramo said. "There are all sorts of names we could have given the facility – research center, innovation incubator – but I really like the idea of having our own tech center."

Martinrea International Inc. is a leader in the development and production of quality metal parts, assemblies and modules and fluid management systems and complex aluminum products focused primarily on the automotive sector, said Rob Wildeboer, executive chairman of the company.

"Martinrea currently employs over 14,000 skilled and motivated people in 44 operating divisions in Canada, the United States, Mexico, Brazil, Germany, Slovakia, Spain and China," Wildeboer said. "Martinrea's vision for the future is to be the best, preferred and most valued automotive parts supplier in the world in the products and services we provide our customers."

"The company's mission is to deliver outstanding quality products and services to our customers, meaningful opportunity, job satisfaction and job security to our people through competitiveness and prudent growth, superior long term investment returns to our stakeholders and positive contributions to our communities as good corporate citizens."

Wildeboer said that while Martinrea is a young company – it got its start in Canada when Martinrea International Inc. was formed by the amalgamation of several predecessor corpora-



Pat D'Eramo (sixth from left) and Rob Wildeboer (seventh from left) break ground for Martinrea's tech center.

tions in 1998 and continued business under the successor corporation, Royal Laser Tech Corporation.

Since then the company has grown by acquisitions and growing its customer base, Wildeboer said. Currently the company is a Tier 1 supplier of automotive parts, assemblies and modules and is the second largest North American metal former in terms of revenue as well as a top three supplier of fluid management systems by revenue in North America.

Wildeboer also said the company is a market leader in aluminum parts through Martinrea Honsel and has 44 facilities worldwide which are located in North and South America, Europe and Asia with more than over 14,000 employees.

"I am a proud Canadian, but I am also proud of what we've done here in Michigan," Wildeboer said. "All the R&D will be done here at the new tech center. This region is the largest producer of automobiles in North America and the health of this business cluster is important to us at Martinrea."

Wildeboer said that even with 44 facilities around the world, the



A rendering of the Martinrea tech center once construction is complete.

people at Martinrea work with discipline as a team.

"The challenges of the auto industry make us better," Wildeboer said. "These are exciting times and this new tech center will help us meet these challenges."

D'Eramo said that Auburn Hills is a great location for the new tech center.

There are, he said, several world class universities nearby which produce some of the best mechanical engineers in the world. And given the area's close-

ness to the American OEMs, it only made sense to take advantage of the space available for a new tech center.

Novi's Preh, Inc. Named as Cool Place to Work

Preh, Inc., a global automotive supplier based in Novi, has been once again recognized as a "Cool Place to Work in Michigan" for 2016, by *Crain's Detroit Business* magazine – an initiative designed to find and recognize Michigan's best employers.

Preh was one of a group of 75 companies in Michigan that were selected from hundreds of applicants large and small, said Preh spokeswoman Elizabeth Torres.

"With our third year winning the award, we're proud that our employees consistently find their work experiences with our organization rewarding," said Nick Lontscharitsch, president of Preh, Inc. "As an automotive supplier in metro Detroit, Preh recognizes that our employees have opportunities with other automotive companies, but they made Preh their employer of choice," Lontscharitsch said.

Like many other supplier companies in the competitive automotive industry, Lontscharitsch said Preh wants to attract and hire the top talent available in the engineering market. To attract and keep good employees, maintaining a high level of job satisfaction is critical.

"We offer a benefits package that is extremely competitive, as Preh pays 100 percent of the health insurance costs effective on an employee's first day of employment," Lontscharitsch said. "We also offer a great 401(k) plan with a match, in addition to a wellness program, employee appreciation events, and other excellent benefits."

To win the Crain's designation, eligible companies undergo a two-part assessment that gathers detailed data about each company, Torres said.

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Car Buyers Balking at High Vehicle Prices

by TOM KRISHER
AP Auto Writer

DETROIT (AP) – While the U.S. inched its way out of the Great Recession, consumers went car shopping in droves. As sales rebounded, the price of cars and trucks rose to record highs.

Now, the price trend is set to reverse itself, partly because some buyers are unwilling or unable to pay the high prices and instead are opting for used cars.

Although overall industry sales are tracking last year's record 17.5 million, many automakers are selling more cars to rental companies to maintain the momentum.

Sales to consumers are declining, so companies are ramping up incentives. Discounts in September hit a level not seen since automakers were desperate for sales during the financial crisis in late 2008.

"Inherently, you're seeing a price war," says John Mendel, executive vice president of Honda North America. "You're already seeing the pricing pressure."

Analysts say the deals will only get better during the next two years as millions of leased cars flood the used-car market and pull new-car prices down.

Auto prices have risen every year since the Great Recession, hitting a record average of \$31,825 in December of 2015, according to J.D. Power. The average price in September was \$30,862, an all-time high for the month. Prices have remained elevated largely because buyers are still paying top dollar for red-hot segments such as crossovers and big SUVs, which cost more than sedans.

Now, many analysts say the perfect climate is developing to pull prices lower soon:

- **SLOWING SALES:** It may be high prices or it may be good deals on late-model used cars, but sales of new vehicles have

plateaued, and even fallen for the past two months. That is forcing discounts from automakers to keep market share. September incentives hit a record \$3,888 per vehicle, beating the old mark set in 2008, according to J.D. Power.

- **FAMILY CAR BLUES:** Demand for cars has fallen as buyers snap up higher-priced SUVs and pick-up trucks. Cars made up only 40 percent of U.S. sales last month, barely above the record low set in July, meaning companies will need to lower prices to move sedans off dealer lots. Analysts say prices of the better-selling vehicles will remain high in the near-term but eventually fall as well.

- **LEASES SURGE:** Leasing dried up during the financial crisis, cutting off a main supply of used cars. It recovered to 25 percent of new car sales in 2014, and is now over 30 percent. That means many late-model cars in good condition are coming to the market. Kelley Blue Book estimates 3.5 million leases expire next year, and as many as 4.5 million expire in 2018. Automakers will offer discounts to move the used vehicles, and prices of new cars will have to drop to stay competitive. "You're going to see greater and greater pressure put on the used-car market, more significant discounting," says KBB senior market analyst Alec Gutierrez.

As prices hit record levels and household income grew slowly, many buyers were priced out of new cars. Prices are so high now that the average family in the nation's 50 largest metro areas can't afford to buy a new vehicle, according to a study by Bankrate.com. That hasn't stopped some buyers, who are borrowing larger amounts at longer terms to secure that new car, Bankrate says.

"Customers have an affordability problem," says Wes Lutz, owner of a Chrysler-Dodge-Jeep-Ram dealership in middle-class

Jackson, Michigan, west of Detroit. About one-third of his customers can't get credit, another third have trouble, and the rest are credit-worthy, he said. Even if prices fall, Lutz expects government safety and fuel economy requirements to push them back up, driving more people from new cars to used. He's adding personnel and square footage to his used-car operation in anticipation.

Alaina Dishman, 19, of Lansing, Michigan, was among those who didn't have enough credit to buy a new car when she went to Lutz's showroom last summer. But a salesman got her into a program that helps young people build credit. Her father co-signed, and she got a two-year lease on new Jeep Compass small SUV for under \$200 per month. Dishman, who works at a grocery store, traded in a 1995 Nissan Maxima with 260,000 miles on it, fearing the car wouldn't be reliable in the winter.

Even with slower car sales, times will remain good for the auto industry. Jeff Schuster, senior vice president for forecasting at the consulting firm LMC Automotive, predicts 2016 U.S. sales will fall a bit shy of last year's record, with slight increases in 2017 and 2018.

Mendel says that's still good business, especially for automakers like Honda with a lot of new products. But higher incentives and lower prices could hurt automaker profits down the road.

Schuster says many automakers were using rental fleets and incentives to boost sales in hopes of avoiding headlines that could cause consumers to delay purchases and investors to balk at buying stock.

"If everything continues to be wonderful, it gets reported as wonderful, and I should go buy a new car," he says.

Chevy Revs Up for Upcoming SEMA Show

CONTINUED FROM PAGE 1

rear diffuser;

- Black grille insert;
- Black Chevrolet bow tie emblems;
- Rear spoiler;
- Suspension lowering kit;
- Floor liners with premium metal badging;
- Illuminated doorsills;
- Sport pedal kit.

The new suspension lowering kit includes springs that lower the ride height 0.4 inch for a sportier stance and more responsive handling.

It is designed for models equipped with the available 2.0L turbocharged engine, which is rated 250 horsepower and matched with an all-new, available nine-speed automatic transmission that offers efficiency and refinement enhancements over the previous six-speed automatic transmission, McCormack said.

The concept also features a concept Chevrolet Performance brake kit (painted Harbor Gray Metallic) and additional custom touches that include tinted headlamp and taillamp lenses and polished exhaust tips.

The Cruze Blue Line concept is based on the 2017 Cruze RS hatchback, which is designed to add a functional, sporty and stylish choice to Chevrolet's lineup, McCormack said.

It also features a Genesis White exterior, blue-tinted windows, 18-inch slate blue metallic concept wheels and the following Chevrolet Accessories:

- Chrome grille insert (available now);
- Suspension lowering kit (available now);
- Performance brake package (available by the end of 2016);

- Performance air intake system (available mid-2017);
- Performance exhaust system (available mid-2017).

Chevrolet's new performance brake kit is offered for Cruze sedan and hatchback models originally equipped with available 16-inch or larger wheels, Fox said. It features larger, 11.8-inch-diameter front Duralife vented and slotted rotors and new calipers versus the stock 10.9-inch rotors.

The suspension kit includes springs to reduce ride height by 0.4 inch and a larger-diameter front stabilizer bar that contributes to more responsive handling.

The concept's black interior features custom satin graphite accents on the instrument panel, shift knob and door inserts, while the sport pedal kit, illuminated doorsills and an interior trim kit are Chevrolet Accessories.

Under the hood, the Cruze RS Hatchback's standard 1.4L Turbo

engine – rated at 153 horsepower – is accessorized with Chevrolet Performance's air intake kit and performance exhaust system.

The intake kit includes a high-flow air filter and a secondary inlet duct to decrease air restriction, while the performance exhaust is a high-flow system that reduces backpressure for optimal engine breathing and performance. The intake kit includes a calibration (dealer-installed) exhaust system that is 50-state emissions-compliant.

It's important, Fox said, to note the new-vehicle warranty remains intact when a Chevy dealer installs the accessories and performance parts.

The Malibu and Cruze Blue Line concepts will join approximately 20 additional Chevrolet models at the SEMA Show, Nov. 1-4. Follow the action at Chevy-SEMA.com, #CHEVYSEMA, @ChevroletPerformance on Instagram and Chevrolet Performance on Facebook.

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Lear Opens New Innovation Center in Detroit

CONTINUED FROM PAGE 1

come from other Lear facilities around the world. Their job will be to perform the design process in new ways.

“For example, we’ll be looking at how does a passenger interact with 30 points of intersection with a car,” Henn said. “In the past we had time to change designs. A car’s life cycle was five or six years. That’s no longer the case. My job here is to bring design and technical teams together. They now have a place to it and work with people with the right mind frame. And they can do it under one roof.”

Henn added that the new building gave people a chance to work at a site that was less bureaucratic than other facilities, something that can help innovation develop faster.

Simoncini said that Lear is known for its car seats. The company does create all the components that go into car seats, including the cloth and leather, but Lear is more than that.

Lear’s expertise in automotive supplying goes beyond seats, Simoncini said. Today’s vehicles and the parts that make them up are connected in new ways.

Seats may be considered safety devices. After all, Simoncini

said, people are strapped to them and these seats must interact in a safe way with other safety features and devices such as seat belts and air bags.

Today’s seats come with heating systems and Lear has chiropractically-approved systems that offer back support. Heating systems take up energy and energy conservation is very important in the era of electrical vehicles and hybrids.

“Lear can sew the seats and build seats that are ‘intelligent,’” Simoncini said. “Our seats can actually adjust your spine. And we’re writing code that permit vehicle to vehicle communication and vehicle to grid connectivity. We’re working with Wayne State to develop the next generation of code for today’s car.”

The company has 240 locations around the world.

“But Detroit is our home,” Simoncini said. “We are a leader in luxury and performance seating. We’re bigger than CBS News and Goodyear. We expect to have \$18.4 billion in revenue this year. But we also have a vision to be a supplier, employer and investor in Detroit. We’re proud of what we’re doing in the city.”

Simoncini called the innovation center a whole new ecosystem. It’s location in Detroit allows the company to tap into the energy and vitality of the redeveloping downtown district. It’s close to two major schools and the center will benefit the students who go there as well.

And a great deal of effort during the restoration went into making the innovation center a working part of the larger community. Simoncini said, the original main floor pillars now serve as Lear’s mission statement for the building:

- INNOVATION – Committed to



Karl Henn at the opening of the Lear Innovation Center.

driving the future within and outside of the automotive industry, the activities at Lear Innovation Center are focused on fostering the spirit of innovation

- COLLABORATION – At the core of each pillar, collaboration is the underlying spirit of the Lear Innovation Center, connecting Lear even more closely with Detroit’s leading students, businesses, city makers and passionate residents to create a space where ideas can thrive and come alive

- DESIGN – Inspired by the grit of industrial Detroit, design will be at the core of the programming, activities, workshops and conversations being held both internally and externally. The building’s origin, history, structural qualities and Industrial-themed décor all come together to help drive conversations around new ideas that can be sparked, nurtured and derive energy from the engaging backdrop of specially crafted design.

- EDUCATION – Two blocks from the new M-1 Campus Martius rail stop, Lear’s Innovation Center is in close proximity to Wayne State University and the College for Creative Studies (CCS). Lear will be hosting students through workshops, internships and work-study programs to harness young talent and help develop future leaders in the innovation sector

- COMMUNITY – Committed to communities in which Lear does business, the dedication to Metro Detroit continues. The new Innovation Center will leverage the close partnerships with non-profit organizations in the heart of Detroit.

Also on hand at the opening ceremony were Dr. M. Roy Wilson, president of WSU, and Rick Rogers, president of CCS.

They both praised Simoncini for his dedication to the city and for creating a place where students interested in automotive careers can get real world experience.

That’s not something every college student in the country can say, Rogers said.

Detroit Mayor Michael Duggan also attended the opening ceremony.

He said that Simoncini was the kind of CEO that Michigan needs and joked that he might make a great governor some day.

Ford Recycling Efforts Include Used Clay

CONTINUED FROM PAGE 1

Although the design process has been greatly improved by digital software and new scanning technology, VandenBrink said clay is still the best medium for changes in car design.

When a small or digital model is scaled, there are some aspects that may not come out right, and full-size models built from clay help identify issues that wouldn’t have been apparent otherwise – such as depth issues on belt line edges or a car hood’s power dome.

Ultimately, clay is used to complement the design process, VandenBrink said. Ford constantly creates models on a computer, milling that surface design onto a clay model, making changes by hand before scanning them back into a computer.

“Computers tend to have a more single user work flow, where clay models tend to be much more collaborative,” said VandenBrink. “A group conversation is a great tool for collaboration and consensus, and clay models do that same thing with design. Everybody can see and explore possibilities together with a better chance of developing a great-looking model.”

Some interesting facts about the clay Ford uses:

- During the past five years, Ford has recycled enough clay to fill more than 26,000 12-ounce cans of soda. The amount recycled equates roughly to the weight of three Asian elephants.

- Sulfur used to be a prominent ingredient in clay, but the element would escape once clay was heated and eventually force electronics to malfunction. It was phased out in the 2000s as a result.

- The clay that Ford uses in its modeling does not really contain clay at all. It’s primarily a combination of waxes and oil with filler, and does not contain water like traditional ceramic clay does.

- Clay used to feature whale blubber until the hunting of whales was banned.

Ford to Cut Car Production

by DEE-ANN DURBIN
AP Auto Writer

DETROIT (AP) – Ford Motor Co. is cutting production as U.S. demand for new vehicles slows, but so far, its rivals aren’t doing the same.

Ford said Oct. 18 it will temporarily idle four of its North American assembly plants this month to better align production with demand.

After six straight years of growth, U.S. sales of new vehicles are slowing.

In the first nine months of this year, U.S. sales totaled 13.1 million new vehicles, up less than 1 percent from 2015.

“This is a roller coaster that’s gone to the top,” said Mike Harley, an analyst with Kelley Blue Book. “I wouldn’t be surprised if other automakers follow suit.”

But sales are still near last year’s record-high levels, and so far, Ford’s chief rivals are sticking to their production plans. General Motors Co. and Fiat Chrysler Automobiles both said Oct. 18 that all of their plants are operating normally. Toyota Motor Corp. said last month that it plans to increase production of Tacoma pickup trucks at its plant in Baja California, Mexico.

Toyota is adding 400 workers and investing \$150 million in the plant by 2018.

Dearborn-based Ford warned in July that U.S. sales to individ-

ual, non-fleet buyers would likely decline in the second half of this year. Pent-up demand that accumulated during the recession has been satisfied. At the same time, more used cars are hitting the market, competing with new cars for buyers’ attention.

Harley said automakers have to trim extra inventory when there’s nowhere else to put it. In September, Ford had 78 days’ supply of vehicles on dealers’ lots, while its luxury Lincoln brand had 101 days’ supply, according to Ward’s AutoInfoBank. The industry average was 65 days.

“You need to turn off the faucet so you don’t flood the yard,” Harley said.

Ford has scheduled one-week closures for plants in Kansas City, Mo., and Hermosillo and Cuatitlan, Mexico. Those plants make the F-150 pickup truck, the Fusion sedan and the Fiesta subcompact.

It also scheduled two weeks of down time for its Louisville, Ky., plant, which makes the Ford Escape and Lincoln MKC small SUVs.

Ford Escape sales were up 1 percent in the first nine months of this year, while F-Series pickup sales were up 6 percent. But sales of both vehicles were down in September.

Ford says the cuts won’t impact its financial guidance. It still expects a pretax profit of \$10.2 billion this year.

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MMSDC Names Fiat Chrysler Corporation of the Year

Fiat Chrysler was named Corporation of the Year at the Michigan Minority Supplier Development Council's (MMSDC) 33rd annual Ambassadors Championing Excellence (ACE) Awards, honoring excellence and ongoing commitment to working with and helping to develop and mentor minority business enterprises. The awards were given at a ceremony in Detroit on Oct. 6.

Kevin Bell, head of Diversity Supplier Development at Fiat Chrysler, received the Jethro Joseph Advocate of the Year Award, said Fiat Chrysler spokeswoman Kaileen Connelly. Named after a former employee at the automaker, this award is given to a leader whose commitment to minority economic development symbolizes the true spirit and intent of supplier diversity.

"As FCA US attracts new customers to our global vehicle brands, like Jeep and Ram, it is essential that we have diverse supplier partners who can offer fresh ideas and creative solutions," said Scott Thiele, chief purchasing officer for FCA NV and Head of Purchasing and Supplier Quality for FCA – North America. "I am proud of our supplier diversity team's dedication and the mentorship they offer our business partners as we look to ensure mutual long-term growth."

Accepting the award on behalf of the company were Marcia Hunter, Diversity Supplier Development Program manager; Kevin Bell, head of Diversity Supplier Development; Marvin Washington, director of Body, Exterior and Raw Materials Purchasing; Jennifer Good, Diversity Supplier Development Program manager; and Gary Roehring, Diversity Supplier Development Program manager.

In 2015, Fiat Chrysler spent \$3 billion with approximately 230 minority-, women- and veteran-owned suppliers, representing 8 percent of the company's total annual purchasing, Connelly said. Since 1983, the company has purchased nearly \$55 billion from diverse suppliers.

"We recognized corporations, minority businesses and individ-

uals who excelled in engaging, mentoring and advocating diverse suppliers this past year," said Michelle Sourie Robinson, president and CEO of MMSDC. "Our ambassadors are true champions of excellence in minority supplier development."

The Michigan Minority Supplier Development Council was founded in 1977, Connelly said. It certifies minority businesses, develops their capacity and facilitates inclusive procurement opportunities. The MMSDC is one of 23 affiliates of the National Minority Supplier Development Council (NMSDC), a nonprofit corporate membership organization that advances business opportunities for its certified Asian, Black, Hispanic and Native American business enterprises and connects them to its corporate members.



(From left to right) Marcia Hunter, Kevin Bell, Marvin Washington, Jennifer Good, and Gary Roehring of Fiat Chrysler accept the Corporation of the Year award from the Michigan Minority Supplier Development Council.

Ford Manufacturing is Seeking Ways to Use Less Water

Drinking water is too valuable to waste on manufacturing processes, which is why Ford is aiming to reduce its use of the world's most precious resource – water – by nearly three-fourths as it takes its next step toward using zero potable (drinking) water for vehicle manufacturing.

The company declared that by 2020, Ford aspires to have reduced its water usage per vehicle by 72 percent and will have saved more than 10 billion gallons of water since the turn of the millennium, said Ford spokesman John Cangany. In layman's terms, that roughly means for every one gallon of water Ford used in manufacturing in 2000, it aims to use about one liter by 2020.

"With many of our plants located in water-stressed regions around the globe, we're focused on responsible water stewardship in our operations," says Bruce Hettle, group vice president, Global Manufacturing & Labor Affairs. "We aim to ensure a stable water supply for our facilities, while working with local communities to help ensure their needs are met."

Of all the water on the planet,

less than 1 percent is available for human use – according to WaterSense, an EPA partnership program. The agency says the remaining 99 percent is salt water in oceans, fresh water frozen in polar ice caps, or water inaccessible for practical use.

Ford has saved 10 billion gallons of water from 2000 to 2015, a decrease of 61 percent – enough to fill over 15,000 competition-sized swimming pools, Cangany said. By achieving that feat in 2013, Ford beat its own water reduction target by two years.

"We recognize water is a critical resource, so we established an aggressive 2020 target, building on our successful reduction efforts to date," says Andrew Hobbs, director, Environmental Quality Office. "We are exploring innovative ways to reduce our footprint, starting with our aspirational goal of zero potable water use in our manufacturing processes. From there, we have a final goal of zero water withdrawal for our manufacturing processes."

Cangany said Ford has achieved its reductions to date by implementing new technologies such as its 3-wet paint

process and minimum quantity lubrication – saving hundreds of thousands of gallons of water per year. It will continue to roll out real-time water metering using innovative technologies to aggressively manage water use.

The company also conducts ongoing water assessments to determine where new water-saving processes can be implemented, Cangany said.

Ford set out to reduce water use in 2000 with its Global Water Management Initiative. The company's strategy aligns with core elements of the CEO Water Mandate, a private-public initiative launched by the UN Secretary General in 2007 and adopted by Ford in 2014.

"Ford recognizes the human right to water," says Kim Pittel, v.p., Sustainability, Environment, & Safety Engineering. "Setting an aspirational goal of zero water withdrawal for its manufacturing processes and endorsing the CEO Water Mandate are all public demonstrations of this. We've not only moved to reduce water in our own facilities, but we are now sharing our leading practices for decreasing water use with our suppliers, and multiplying our impact."

Ford is one of eight companies to earn an "A" rating for its actions to conserve water by CDP, the world's only global environmental disclosure agency, Cangany said.

Ford Designing Vehicles for Digital World

As consumers look for new ways to tap into the ever-growing digital world, the number of people using multiple digital devices on a regular basis has grown.

In response, Ford has redesigned the interior of its 2017 Ford Fusion to offer drivers and passengers more storage, increased connectivity, and an open, airier feel throughout, said Ford spokesman Dan Jones.

"People love the look and feel of Fusion, but there are always things we can do to make it better," says Kelly Whetstone, Ford vehicle architecture supervisor for Fusion. "So we looked at customer feedback, and then we honed in on the storage capability of the car."

Roughly one in three Americans, Jones said, own a smartphone, a computer and a tablet – a 140-percent increase over the last three years, according to Pew Research Center. Among U.S. adults today, 68 percent have a smartphone, up from 35 percent in 2011, while tablet computer ownership has edged up from 3 percent to 45 percent. Research also finds some 14 percent own a portable gaming device, while around 19 percent have e-book readers.

To accommodate all of these devices, Jones said Ford engineered 59 percent more storage into the Fusion console, adding easy-to-reach bins throughout,

including a new phone pocket and area for small coins. To provide a 4-liter increase to the main console storage area, the armrest has been lengthened about 3 inches, and a clamshell design has been incorporated for the upper compartment to make the space more accessible and user friendly.

The revamped media bin at the front of the console, under the 8-inch touch screen, sees the addition of a lighted USB port for increased connectivity on the forward wall. A narrow new storage slot behind it is perfect for a cell phone and other small items, Jones said.

The rearrangement provides room for more efficiently designed cord storage space, so cords don't tangle, droop or snag. The new USB port allows for easier phone connection, so customers can enjoy the functionality of SYNC 3 and AppLink.

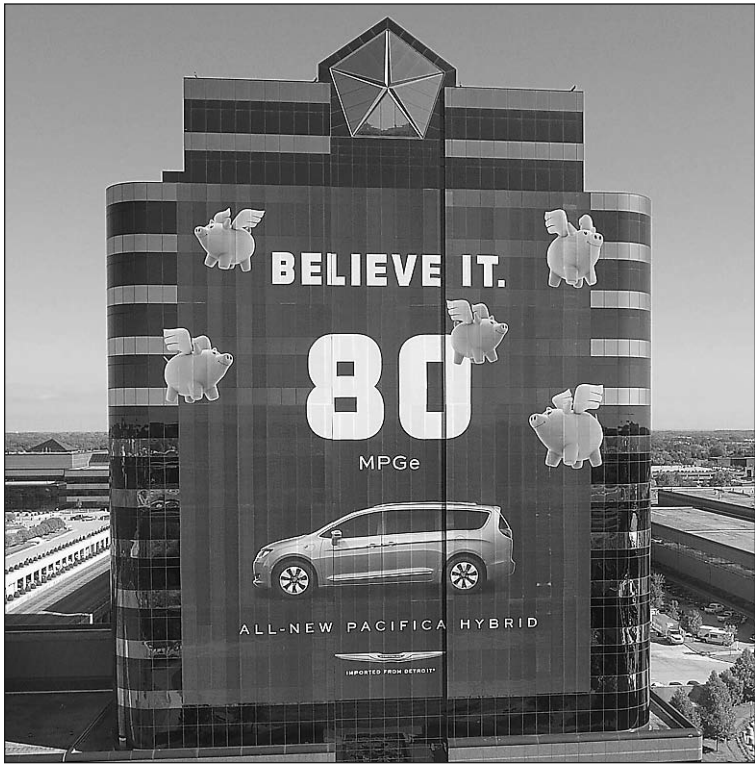
A rotary gear shift dial replaces the traditional shifter found in previous models. The new shifter serves both form and function, says Hani Badawi, Ford Fusion ergonomics engineer. Not only is its less intrusive form aesthetically pleasing, the design frees up valuable real estate on the console.

"Without the larger base of the traditional shifter, there was much more room for us to add features that are important to

the Fusion customer, like storage and connections," says Badawi. "We were able to shuffle around the driver-assist controls to the base of the shifter, along with the electronic brake, for a more intuitive arrangement for the customer, as well as providing a longer armrest for significantly improved elbow comfort for drivers."

The change in size and placement of the shifter also allowed the cupholders to be repositioned, Whetstone said. Previously side by side in the middle of the console, they now sit fore and aft – closer to the passenger side. The front cupholder is only 6 inches forward from its original position, say the engineers, but the tweak makes quite a difference ergonomically, as Fusion cupholders are now within easy reach for 95 percent of the population. The new location also eliminates an issue sometimes found in previous models, said Whetstone.

"Before, people would be using the shifter and they'd be bumping their elbows on cups because the cupholders were behind it," she said. "That's not going to happen anymore. With the futuristic shifter and new console configuration, the Fusion cabin now appears open and airier, while the streamlined console seems less crowded, with more length and space."



Chrysler's Auburn Hills HQ celebrates the new Pacifica.

'It's a Wrap' at Chrysler HQ For the New 2017 Pacifica

Fiat Chrysler is celebrating the success of the 2017 Chrysler Pacifica by putting up a picture via wrap on the company's world headquarters in Auburn Hills.

According to Chrysler brand spokespeople, the new building wrap on FCA US headquarters celebrates the arrival of the all-new 2017 Chrysler Pacifica Hybrid minivan.

In the press release announcing the new wrap, brand spokespeople wrote, "The whimsical wrap for the minivan, which is built with families in mind, features a classic 'storybook'-themed illustration."

The new 2017 Chrysler Pacifica Hybrid is the world's first hybrid minivan, which by itself is

big news, the press release stated. But it's also the only minivan in the world that will deliver up to 80 miles per gallon equivalent (MPGe), which is really big news. Almost unbelievable news. The sort of news one might believe when pigs fly, hence the flying pig graphic on the wrap.

Plus, the press release further noted, the Chrysler Pacifica Hybrid's high-capacity battery and plug-in capability can go a full 30 miles without using a drop of gas when fully charged.

That's 30 miles of all-electric, zero-emissions, gas-free operation, making the Pacifica Hybrid the perfect option for getting around town, according to Fiat Chrysler experts.

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Ally Bank Promotion Makes 'Cents' for Lucky Finders

Ally is putting some cash behind the old saying of "find a penny and pick it up and for the rest of the day you'll have good luck."

The bank has launched a promotion where it has placed Ally Lucky Pennies that could be worth \$1,000 each in 10 cities around the country.

The initiative seeks to demonstrate the importance of valuing every cent, while encouraging Americans to look for opportunities to save, said Ally spokeswoman Desirée Chavis.

The multi-city search invites people in these cities to be on the lookout for the 100 Ally Lucky Pennies, each of which is redeemable for \$1,000.

Beginning on Oct. 18, people in Austin, Texas, Charlotte, N.C., Chicago, Denver, Detroit, Los Angeles, Miami, New York City, San Diego and Washington, D.C. can try to find the Ally Lucky Pennies in their cities.

When found, Ally Lucky Pennies can be redeemed online beginning on Oct. 18 and going through Dec. 31, 2016 at AllyLuckyPenny.com, Chavis said.

Finders can enter the redemption code located on the back of the Ally Lucky Penny on the site to begin verification as a potential prize winner. Clues to Ally Lucky Penny locations and updates on those already found will be provided on social media throughout the campaign.

"Ally's Lucky Penny initiative is a great example of how we Do It Right for consumers by inviting them to be a part of the search, thus raising awareness and creating opportunities for new conversations about money," said Andrea Riley, chief marketing officer.

"We hope that people will have fun searching for Ally Lucky Pennies in their cities and that the campaign will inspire people to look at money in a different way."

Representatives from Ally Bank, Chavis said, interviewed passersby in some of the 10 participating markets and asked for their thoughts about picking up pennies off the street.

The response was overwhelmingly one-sided. Ally Lucky Penny aims to influence perception around the value of a penny and cause consumers to think twice about leaving any money uncollected.

The Ally Lucky Pennies placed in participating cities are slightly larger than a regular penny, Chavis said, with the Ally logo on the front and the number 100,000 on the back, signifying how many pennies the Ally Lucky Penny could be worth.

"We believe every penny counts when it comes to saving, and it's important for everyone to understand that routinely saving, even the smallest amounts, is important to generating wealth over time," said Diane Morais, chief executive officer and president of the Ally Bank subsidiary.

"As a relentless financial ally for our customers, we focus on offering customers competitive rates and minimal fees as a way to help their money work harder and incentivize good savings habits."

To learn more about Ally Lucky Penny promotion, and for clues and updates on the Ally Lucky Pennies and their locations, Chavis said that people should visit AllyLuckyPenny.com and follow the hashtag #AllyLuckyPenny on Twitter and Facebook.

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Tesla Cars Now Come With Tools for Automated Drives

SAN FRANCISCO (AP) – Tesla Motors is starting to build its electric cars with all the sensors, cameras and other gear needed to drive completely on their own when regulations allow the technology to take over that responsibility.

The announcement made on Oct. 19 by Tesla CEO Elon Musk marks the Silicon Valley automaker's next step toward selling cars that can navigate the roads without the help of a human.

Google, ride-hailing service Uber and an assortment of other automakers also are working on a range of self-driving cars in an effort to ultimately turn the steering wheel over to robots.

Tesla has offered an automatic steering and braking system called Autopilot in its cars since last year, but that technology is meant to be monitored at all times by a driver.

After additional testing and getting the necessary regulatory clearance, all the cars rolling off Tesla's assembly lines will have the equipment needed to be fully autonomous, Musk said. By auto-industry standards Tesla is small, making about 100,000 cars a year, although hopes to increase its production to 500,000 vehicles per year by 2018.

Musk predicted the technology will be twice as safe as a human driver. But adding the protection will jack up prices on Tesla vehicles that already can run over \$80,000 depending on what features a buyer wants. Adding the software and activating the hardware needed for a fully autonomous car will cost an additional \$8,000 – a more than 20 percent increase on the cost of Tesla's \$35,000 Model 3 sedan

that is scheduled to be delivered next year.

Musk said he thinks the price will prove to be a pittance if he meets his goal of improving the technology so it's eventually 10 times safer than a human driver. The cars with the fully self-driving technology will get those improvements in upgrades delivered online.

Tesla's future cars will have eight cameras instead of the single one currently on the vehicles running the less-sophisticated Autopilot system. They will have sensors with twice the range as the current vehicles and have 40 times more computing power capable of performing 12 trillion operations per second, according to Musk.

It will basically be a supercomputer in a car," he said.

But it's an open question when federal and state regulators in the U.S. will settle on laws that allow robots to drive cars.

Even if regulations were to allow it now, Tesla is conceding it's not ready to flip switch yet, saying it still needs to do more testing and gather more data.

For that reason, safety features such as automatic emergency breaking, collision warning, lane holding and active cruise control that are currently available in current cars using the first generation of Autopilot won't be immediately be turned on in the vehicles designed to be fully autonomous.

Those limitations make buying Tesla's autonomous cars a "vanity purchase" akin to buying a TV offering ultrahigh-definition 4K pictures when relatively little programming is available in that format, said Edmunds.com analyst Jessica Caldwell.

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FWD • SLE-1

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*All lease/purchase examples are figured with GM employee pricing, lease conquest rebate qualifies to customers who have a non GM lease in household set to expire within 365 days of new lease/purchase delivery date. *Buick/GMC lease loyalty rebate applies to customers who have a current Buick/GMC lease in house hold. IVC certificates may apply to lease/ purchase examples and are good while dealer supply last. Expires 10/31/16

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36 months 10,000 miles year **\$449** total due at signing (includes first month payment)





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SLE1 FWD Lease Offer MSRP: \$28,510

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INCENTIVES INCLUDED: GM Employee Pricing GM Lease Loyalty + Select Model

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Double Cab SLE 4WD 1500 MSRP: \$43,115

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VW Owners Are Not Happy
With Emission Settlement

by SUDHIN THANAWALA
Associated Press

SAN FRANCISCO (AP) – Several angry Volkswagen owners told a federal judge on Oct. 18 that a \$10 billion settlement does not adequately compensate them for the automaker’s emissions cheating scandal, part of a vocal minority who objected to the deal as hundreds of thousands of others signed up for payments.

U.S. District Judge Charles Breyer will determine whether the settlement is fair to consumers and should receive final approval. He said he was “strongly inclined” to approve it but would make a final decision by Oct. 25, giving him time to consider the owners’ objections and whether he should recommend any changes.

“We got played the fool,” Mark Dietrich, an Audi owner told the judge earlier at a hearing in San Francisco. “This settlement does not go far enough.”

Dietrich demanded the full purchase price of his car as well as part of his registration fee.

The settlement calls for the German automaker to spend up to \$10 billion to buy back or repair about 475,000 Volkswagens and Audi vehicles with 2-liter diesel engines and pay their owners an additional \$5,100 to \$10,000 each. Any repair options have yet to be finalized.

It also includes \$4.7 billion for unspecified environmental mitigation to make up for the excess pollution and to promote zero-emissions vehicles. The combined \$14.7 billion deal would be the largest auto-scandal settlement in U.S. history.

Attorneys who helped negotiate it said it was fair and had received support from the vast majority of eligible car owners. Volkswagen’s lawyer said Oct. 20 that it was a good deal for buyers and would help the company regain people’s trust.

But Blair Stewart, a Volkswa-

gen owner from Palo Alto, said the company engaged in a “program of deception” that should not go unpunished. More than a dozen people spoke against the settlement at the hearing.

The scandal erupted in September 2015 when the U.S. Environmental Protection Agency said Volkswagen had fitted many of its cars with software to fool emissions tests, putting dirty vehicles on the road. Car owners and the U.S. Department of Justice sued.

The software recognized when the cars were being tested on a treadmill and turned on pollution controls. The controls were turned off when the cars returned to the road. The EPA alleged the scheme let the cars spew more than 40 times the allowable limit of nitrogen oxide, which can cause respiratory problems in people.

Robert Giuffra, an attorney for Volkswagen, said the deal includes compromises but provides relief to consumers.

“This settlement is something that I think is very good for consumers,” he said. “It’s good for the environment, and it’s a way for Volkswagen to regain the trust of its customers, the American people, regulators and do right by the environment.”

As of mid-October, more than 330,000 people had signed up for settlement benefits, with about 3,200 opting out, said Elizabeth Cabraser, lead attorney for the plaintiffs. She said the deal’s buy-back option would give consumers the “retail replacement value” of their vehicles.

“This was a broken situation. It was broken for the environment. It was broken for consumers,” Cabraser said. “I think we’ve all, including Volkswagen – on the 2 liters – put this back together again.”

Volkswagen still faces potentially billions more in fines and penalties and possible criminal charges.

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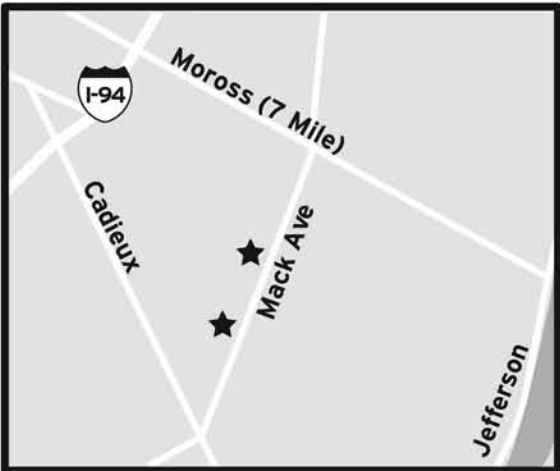


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\$27 Million Grant Goes to U-M For Robotics

DETROIT (AP) – The University of Michigan is set to receive \$27 million from a Chinese investment firm to aid in the institution's driverless vehicle and robotics research.

U-M President Mark Schlissel and Vice President for Research S. Jack Hu signed a memorandum of understanding on Saturday in Shenzhen, China, with Frontt Capital Management Ltd.

Schlissel said in a statement that the firm's investment will help advance mobility across the world.

"Fatal crashes are all too common, and transportation is one of the largest sources of climate changing greenhouse gases. The world needs a better way for people and goods to get around, and we believe autonomous, connected vehicles are an important component of the solution," Schlissel said.

The funding will be used to establish a joint research center at the university and help construct a previously announced robotics laboratory and garage. It'll also provide engineering service and consulting fees for university researchers to advise the firm on the design of an autonomous vehicle test facility in Shenzhen.

Once the facility is up and running, the university's partners will be able to test their autonomous and connected vehicles in an environment that differs from that of the U.S., Hu said.

"The potential to save lives is tremendous," Hu said. "And since autonomous vehicles are safer, they could eventually be made of lighter-weight materials, so they'd use less fuel."

Officials said they expect the investments to be made over five years, but a starting time hasn't been finalized.

Team Chevrolet Race Team Earns Success

Kevin Harvick led 74 laps in route to victory in the 267-lap Hollywood Casino 400 NASCAR Sprint Cup race at Kansas Speedway on Oct. 16. The win is Harvick's fourth of the season, and second-career victory at Kansas.

By taking home the trophy from the 1.5-mile track, the 40-year old Bakersfield, Calif., native secures his spot in the next bracket of Chase races advancing to the Round of 8.

He joins fellow Team Chevy driver Jimmie Johnson as the only two competitors locked into a position in the next segment of the 10-race Chase playoff as the series heads for Talladega Superspeedway.

Harvick's victory was the 763rd total victory for Chevrolet in NASCAR Sprint Cup Series competition and the brands 11th victory at Kansas Speedway, more than any other manufacturer.

Despite a 21st-place qualifying effort, six-time NASCAR Sprint Cup Series champion, Jimmie Johnson earned a four place finish in the No. 48 Lowe's Chevrolet SS after 400 miles of racing at Kansas. Fellow Chevrolet SS Chase contender, Austin Dillon, followed Johnson in the final finishing order coming home sixth in the No. 3 Dow Coating Materials Chevy SS.

Alex Bowman, serving as interim driver for Dale Earnhardt, Jr. in the No. 88 Nationwide Chevrolet SS, rallied back after going two laps down early in the race after contact with the outside wall to earn his best career NASCAR Sprint Cup Series finish of seventh.

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