



FCA's Manley sports his home-grown mustache. The Jeep borrowed one.

Jeep Pays Above-Lip Service to Charity

The Jeep brand is joining forces with the Movember Foundation to generate awareness and to raise funds in support of men's health.

The Movember Foundation encourages men to Grow a Mo for 30 days, to take the Move Challenge or to host an event throughout the month of November to benefit the cause.

Through its alliance with the organization, the Jeep brand will launch a month-long comprehensive campaign across its digital, social and experiential platforms focused on galvanizing the

brand's global audience to support the Movember Foundation.

"As the only global charity focused solely on men's health, the Jeep brand's alliance with the Movember Foundation gives us the opportunity to shine a spotlight on a very important issue," said Mike Manley, head of FCA's Jeep Brand and Ram Brand.

"We're encouraging our fans, followers and owners across the globe to 'Grow a Mo, Show a Mo' by purchasing one of our Jeep 'Stache by Carstache accessories to affix to their vehicle and by taking the Move Challenge to

support the Movember Foundation.

"We're also giving consumers the opportunity to help raise funds and awareness by posting photos with their 'stache on Twitter and Instagram, in addition to a social contest that will give one lucky fan the chance to win a new 2016 Jeep vehicle."

For every #JeepStache posted on Instagram and Twitter throughout this month, the Jeep brand will donate \$1 (up to \$15,000). As part of its year-long

CONTINUED ON PAGE 3

OnStar Go Creates Better Connectivity

General Motors and IBM have entered into a partnership to bring the power of OnStar and IBM Watson together to create OnStar Go, the auto industry's first cognitive mobility platform.

Starting in early 2017, OnStar is expected to give millions of GM drivers the ability to connect and interact with their favorite brands, said GM spokesman Vijay Iyer.

The platform will deliver personalized content through the dashboard and other digital channels supported by the OnStar Go ecosystem to make the most of time spent in the car.

Combining OnStar's vehicle

connectivity and data capabilities with IBM Watson APIs will allow drivers and passengers to achieve greater levels of efficiency and safety, Iyer said. (IBM defines APIs as digital glue joining services, applications and systems to create customer experiences.)

These experiences could include avoiding traffic when you're low on fuel, then activating a fuel pump and paying from the dash; ordering a cup of coffee on the go; or getting news and in-vehicle entertainment tailored to your personality and location in real time.

"On average, people in the U.S.

spend more than 46 minutes per day in their car and are looking for ways to optimize their time," said Phil Abram, executive director, GM Connected Products and Strategy.

"By leveraging OnStar's connectivity and combining it with the power of Watson, we're looking to provide safer, simpler and better solutions to make our customers' mobility experience more valuable and productive."

The GM/IBM partnership, Iyer said, will expand the existing OnStar AtYourService offers and deals platform by launching new



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A GM dashboard displays various apps to improve efficiency, safety.

Fiat Chrysler's October Sales Drop 10 Percent

Fiat Chrysler's U.S. sales for the month of October were 176,609 units, a 10 percent decrease compared with sales in October 2015 (196,898 units), said Fiat Chrysler spokesman Ralph Kisiel.

The company's retail sales were 135,808 units in October, while fleet sales were 40,801 units. Retail sales represented 77

percent of total sales, while fleet sales were 23 percent, Kisiel said.

Ram Truck brand sales were up 12 percent in October as the Ram pickup truck posted a 7 percent gain and sales of the Ram ProMaster van increased 92 percent. Two Jeep brand models – the Jeep Grand Cherokee and

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2017 Grand Cherokee

Slimmer Cars Boost Average Fuel Efficiency

DETROIT (AP) – U.S. vehicles are losing weight, and it's helping them use less fuel.

The U.S. Environmental Protection Agency said Nov. 2 that the average fuel economy of 2015 model-year vehicles increased 0.5 mile per gallon to a record high of 24.8 miles per gallon.

Mazda had the highest average fuel economy of 29.6 mpg, the EPA said. Fiat Chrysler had the lowest, at 20.8 mpg. Most manufacturers improved over 2014, but General Motors Co. and Toyota Motor Corp. both had lower fuel economy in 2015 because they produced more trucks.

Weight loss is one reason that fuel economy is increasing. Vehicles were an average of 25 pounds lighter in the 2015 model year than they were the year before, because automakers are increasingly using lighter materials like aluminum and high-strength steel. Vehicle weight is expected to drop another 50 pounds in 2016, the agency said.

Trucks saw the biggest weight declines in 2015, losing an average of 110 pounds, the EPA said. Ford Motor Co. released its aluminum-bodied F-150 pickup truck in the 2015 model year; it gets up to 22 mpg in city and highway driving. Car weights remained flat from the prior year.

Christopher Grundler, the director of the Office of Transportation and Air Quality, said new engine and transmission technology also is making vehicles more efficient. Engines with



2017 Chevrolet Malibu

Chevy, Buick Lead GM's Jump in October Share

General Motors sold 208,290 vehicles in October to individual or "retail" customers in the U.S., up 3 percent from last year, despite two fewer selling days. Based on initial estimates, GM outperformed the entire U.S. retail industry by a wide margin, said GM spokesman Dan Flores.

GM's total U.S. sales in October were 258,626 vehicles, down less than 2 percent from last

year, said Flores. In addition, GM's daily rental sales were down approximately 8,000 vehicles or about 19 percent in October compared with last year, as planned.

Led by Chevrolet and Buick, GM's U.S. retail market share rose to its highest October level since 2009, said Flores. Based on

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2017 F-Series Super Duty

CONTINUED ON PAGE 7

Transit, F-Series, Lincoln Shine in Ford Sales Figures

Ford's sales numbers for October were a mixed bag. Overall U.S. sales for Ford were down 12 percent in October versus a year ago, with 188,813 vehicles sold.

But U.S. sales of Ford Transit were up 9 percent, with 10,202 vans sold. F-Series pickup sales increased 0.1 percent, with 65,542 trucks sold – the best

October since 2004, said Ford spokesman Erich Merkle.

October retail sales totaled 143,145 vehicles, down 7 percent, Merkle said. Fleet sales of 45,668 vehicles, including daily rental, commercial and government segments, were down 24 percent, driven primarily by

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Chevy, Buick Lead GM's October Rise In Market Share

CONTINUED FROM PAGE 1

initial estimates, GM's retail market share jumped 1.6 percentage points in October to 18.1 percent, the largest retail market share gain of any manufacturer. GM has gained retail market share in 16 of the past 19 months.

GM's Average Transaction Prices/Incentives, which reflect retail transaction prices after sales incentives, were \$36,155 in October, more than \$4,650 above the industry average in October and more than \$1,000 above last October.

GM's October incentive spending as a percentage of ATP was 11.7 percent, below the industry average of 11.8 percent, but down 1.4 percentage points from last month and well below many other competitors, Flores said.

Chevrolet's October U.S. retail sales were up 6 percent compared with last year, the brand's best October since 2004. Buick's October U.S. retail sales were up 7 percent, the brand's best October since 2003, Flores said.

Chevrolet gained 1.4 percentage points of U.S. retail market share in October to 12.3 percent. Chevrolet has gained U.S. retail market share in 9 out of 10 months this year, and remains the industry's fastest-growing full-line brand. Buick gained 0.2 percentage points of retail market share in October.

In addition, GMC set an all-time October record for the brand's ATP of \$43,988, up more than \$1,800 over last October's performance.

GM's total U.S. sales in October were 258,626 vehicles, down less than 2 percent from last year. In addition, GM's daily rental sales were down approximately 8,000 vehicles or about 19 percent in October compared with last year, as planned.

"GM's October performance reflects the strength of our retail business and our operating discipline," said Kurt McNeil, GM's vice president of U.S. Sales Operations.

"We gained profitable retail share in October while spending less than the industry average on incentives and commanding the industry's best average transaction prices for any full-line automaker.

"We will continue our disciplined approach and focus on retail in a strong industry."

Through the first ten months of the year, GM retail sales are up 1 percent, compared with last year. GM has gained 0.6 percentage points of retail share during that timeframe, the largest retail share gain of any full-line automaker, Flores said.

Year to date, Chevrolet retail sales are up more than 2 percent and the brand's retail share has grown 0.5 percentage points to 11.2 percent. Also year to date, Buick retail deliveries have grown nearly 4 percent and Buick has gained 0.1 percentage points of retail share.

OnStar Go to Give Drivers Better Vehicle Connectivity

CONTINUED FROM PAGE 1

capabilities supported by OnStar Go with IBM Watson. These capabilities will be available in more than two million 4G LTE connected vehicles and millions of GM vehicle brand app-enabled mobile devices in the U.S. by the end of 2017.

With the customer's consent, Watson will learn the driver's preferences, apply machine learning and sift through data to recognize patterns in their decisions and habits, Iyer said.

This information will allow brand and marketing professionals working with IBM and OnStar to deliver individualized location-based interactions that directly impact their target audiences.

Companies in retail, fuel, hospitality, media and entertainment, restaurants, and travel and transportation and more can use OnStar Go to build individualized mobile, in-vehicle experiences for a growing population of connected drivers that opt-in.

The new cognitive mobility platform enables brands to design Watson-enabled consumer experiences.

Examples of potential uses include:

- OnStar Go taps Watson Personality Insights and Watson Conversation APIs to remind a working father to pick up diapers and formula at the pharmacy a few miles before his exit, so he won't have to leave the house again once he gets home.

- The platform employs Watson Tradeoff Analytics to give a traveling foodie dining recommendations from celebrity chefs when driving in a new city.

- Watson Retrieve and Rank, used by OnStar Go, lets the driver know that his/her order is ready for pickup at a nearby re-

tail store and one of the store's employees will load their purchases into the car.

"IBM and GM are changing the whole notion of where valuable, daily rituals occur. The combination of IBM Watson and industry-leading OnStar connectivity will enable vehicles with intelligent branded skills and services to empower drivers and passengers," said Paul Papas, Global Leader, IBM iX. "Simply put, OnStar Go with IBM Watson transforms time wasted in the car into time well spent."

ExxonMobil, Glympse, iHeartRadio, Mastercard and Parkopedia are the first brands to join the platform, Iyer said.

ExxonMobil will use the cognitive mobility platform to help drivers quickly locate Exxon and Mobil retail fuel stations, recommend the best fuel and lubricant

product for their vehicle, and authorize fuel payment from inside the vehicle.

Consumers can even pay for a car wash or, when away from their car, get notified when they are low on fuel.

As a location technology partner in the cognitive mobility platform, Glympse enables consumers and businesses to manage customized real-time location sharing with anyone on any device.

iHeartRadio will use Watson insights from OnStar Go to curate personalized experiences that leverage on-air personalities and local content from radio stations across the U.S. Drivers will be invited to share information from their calendars, social graph, location, music preferences and more, to create dynamic and locally relevant entertainment ex-

periences only available through the radio.

Mastercard will enable drivers and passengers to safely make simple, secure and seamless payments for goods and services from the comfort of their cars.

By integrating the security of Mastercard tokenization platform – Mastercard Digital Enablement Service (MDES) – and Masterpass digital payment service within OnStar Go, Mastercard will enable consumers to complete transactions using credit or debit cards stored in their Masterpass wallets.

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Fiat Chrysler's October Sales Drop 10 Percent

CONTINUED FROM PAGE 1

Jeep Patriot – turned in year-over-year gains for the month with sales of the Grand Cherokee increasing 9 percent. Sales of the Dodge Journey full-size crossover and the Fiat 500 were up year-over-year in October as well, with the Journey recording a 17 percent sales gain.

Ram Truck brand sales are up 11 percent calendar year to date through October compared with the same 10-month period in 2015. Jeep brand sales are up 10 percent calendar year to date as well.

Ram Truck brand sales, which include the Ram pickup, Ram ProMaster and Ram ProMaster City, were up 12 percent in October compared with the same month a year ago, Kisiel said.

Ram pickup truck sales were up 7 percent while the Ram ProMaster van posted a strong 92 percent sales gain for the month. In addition, the Ram ProMaster City van turned in a 14 percent sales gain for the month.

Ram Truck brand sales are up 11 percent calendar year to date compared with the same 10 months in 2015, Kisiel said.

Jeep brand sales were down 7 percent in October compared with the same month a year ago, Kisiel said.

Not all the news was bad. Sales of the Jeep Grand Cherokee were

up 9 percent in October, versus the same month in 2015. In addition, Jeep Patriot sales increased 2 percent year over year in October.

Overall, Kisiel said, Jeep brand sales are up 10 percent calendar year to date compared with the first 10 months of last year.

Dodge brand sales were down 16 percent in October compared with the same month a year ago, Kisiel said.

Even so, the Dodge Journey full-size crossover was able to post a strong 17 percent year-over-year sales gain for the month. Dodge Viper sales edged up 2 percent.

Fiat brand sales, which include the Fiat 500, Fiat 500L, Fiat 500X and Fiat 124 Spider, were down 24 percent in October, Kisiel said.

However, sales of the Fiat 500 were up 8 percent year-over-year for the month.

In its fourth month in the market, the all-new 124 Spider recorded sales of 444 units.

Chrysler brand sales were down 45 percent in October versus the same month in 2015, Kisiel said.

The new 2017 Chrysler Pacifica posted sales of 7,758 units in October.

Sales of the 2017 Chrysler Pacifica Hybrid are expected to begin in the U.S. by the end of this year, Kisiel said.

Jeep Pays Above-Lip Service to Men's Charity

CONTINUED FROM PAGE 1

75th anniversary digital and social initiative "My Jeep Story," the Jeep brand's November "story" will also shine the spotlight on the Movember Foundation. Additionally, fans can enter the Jeep Movember contest for the chance to win a new 2016 Jeep vehicle.

To enter, fans must post a photo on Instagram or Twitter using the hashtag #JeepStacheContest between Tuesday, Nov. 1 and Wednesday, Nov. 30. Submissions will be evaluated on creativity, originality and quality of submission, as well as how the photos fit the Movember theme.

The brand is also galvanizing its broad network of dealers, owners,

fans and followers in support of this important cause by encouraging its global community to stand with them to fight the many health challenges men are confronting today. The Jeep brand's exclusive Jeep 'Stache by Carstache accessory moustache for fans to "Show their Mo" is now available for purchase at Jeep dealerships throughout the country, as well as online at www.jeep.com/movember.

All of the proceeds will be donated to the Movember Foundation, Morgan said.

One in seven men will be diagnosed with prostate cancer in their lifetime Morgan said. (Symbolically, the prominent seven-slotted Jeep Wrangler grille design is used to represent the sta-

tistic, with one of the seven painted white). All around the world, fathers, brothers and friends face a health crisis that isn't being talked about. Men are dying too young, before their time for no biological reason.

To address this issue, since 2003 the Movember Foundation has empowered millions of men and women to join the global men's health movement.

During that time, the foundation has raised more than \$710 million and funded more than 1,200 breakthrough men's health programs in 21 countries for prostate cancer, testicular cancer, mental health and suicide prevention.

More information can be found at Jeep.com/Movember.

DESTACO Names Paul President

Auburn Hills-based DESTACO, a global provider of high-performance automation, workholding and containment solutions, named Byron J. Paul president, effective immediately.

Prior to joining DESTACO, Paul served as managing director, Asia Pacific at John Crane – a provider of engineered products and services to global energy services, said DESTACO spokeswoman Brittnei Borrero.

Paul was also a vice president of Global Strategy in charge of managing acquisitions and investor relations.



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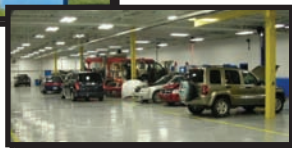
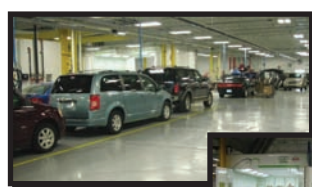
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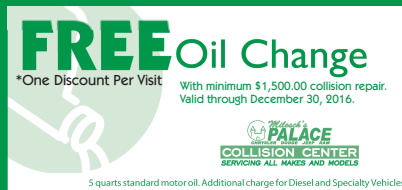


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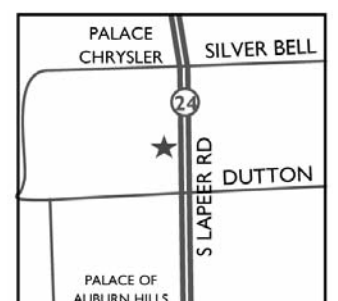


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Canadian Auto Internet Page Likes Pacifica

The new, made-in-Canada, Chrysler Pacifica has been named a 2017 AutoTRADER.ca Top Pick for Minivan.

These inaugural awards come from one of Canada's largest and most respected automotive portals and were decided by a roster of 16 top automotive journalists, said Fiat Chrysler spokeswoman LouAnn Gosselin.

All vehicles currently on sale to Canadians were considered in 13 categories, with the new Chrysler Pacifica earning top spot amongst its minivan peers based on measures such as value, innovation, performance, comfort, technology and ultimate desirability.

"Chrysler's attempt to reinvigorate the minivan market is an admirable one," said autoTRADER.ca Managing Editor Michael Bettencourt, "especially given the execution of the all-new Chrysler Pacifica. Using the best of Fiat Chrysler Automobiles group's minivan tech, including Stow 'n Go seats, Chrysler has evolved the minivan into a stylish family cruiser with great driving dynamics and thoughtful features to keep kids entertained on long trips."

The new 2017 Chrysler Pacifica – and coming, industry-exclusive Chrysler Pacifica Hybrid – revolutionize their segment with nearly 40 new minivan-firsts, Gosselin said. Both are built at the award-winning Windsor Assembly Plant (WAP), alongside the Dodge Grand Caravan. After creating the minivan segment more than 30 years ago, FCA now boasts an unmatched 115 minivan innovations, with 70 per cent of the full-size minivans sold last year in Canada built at WAP.

"At FCA, we are proud to have over three decades of experience building minivans that fit and enhance the lives of Canadian families," said Reid Bigland, president and CEO, FCA Canada. "This autoTRADER.ca Top Pick award is reputable, third-party validation that our all-new, Canadian-made Chrysler Pacifica has again raised the bar for what a minivan can deliver."

Mopar Creates Parts Web Site For Restoration

Looking for a hard-to-find grille, wheel or emblem for that classic Mopar muscle car? Stop searching swap meets – help is on the way, said Fiat Chrysler spokesman Darren Jacobs. Mopar announced at the recent SEMA Show in Las Vegas a new restoration parts web site, Mopar.com/restoration.

The page will connect enthusiasts with more than 45 approved Mopar restoration parts licensees and more than 9,000 products to assist in restoring muscle-car era glory, Jacobs said. The announcement was made in concert with the reveal of new Mopar 345 and 392 Crate Hemi Engine kits to assist in plugging 5.7-liter and 6.4-liter Hemi engines, respectively.

"The debut of our new Mopar restoration parts online resource, paired with the introduction of new Mopar Crate HEMI Engine Kits, underscores the Mopar brand's commitment to delivering classic Mopar owners the parts they need to restore their rides," said Pietro Gorlier, head of Parts and Service (Mopar). "This 'one-stop shop' website is a consolidated database of approved Mopar licensees that will save time and provide peace of mind to vintage Mopar owners and restoration workshops alike."

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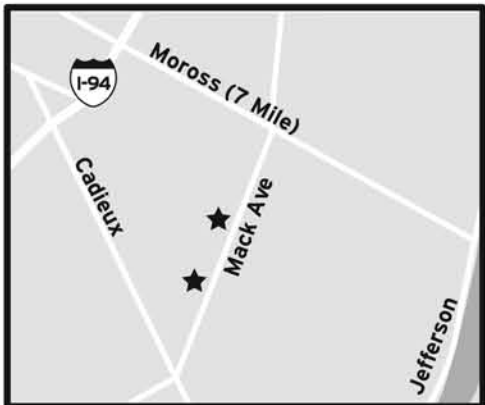
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*Purchase prices are plus tax, title, plate, CVR, destination and doc fee. Lease payments are plus tax. ACQUISITION FEE IS INCLUDED IN PAYMENTS. Amount due at lease signing includes \$995 down payment, 1'st month payment, 6% tax on down payment and rebates, CVR, doc, destination, license plate and title fees. Leases include 10,000 miles per year. Must qualify for Chrysler employee advantage discount. Payments based on Tier 1 credit approval. Must qualify for security deposit waiver. Includes returning lessee, owner loyalty, or lease conquest where applicable (see dealer for eligibility). All rebates to dealer. Pricing for Michigan residents only. Pricing subject to manufacturer program changes. Pictures may not represent actual vehicle. Vehicles subject to prior sale. Prices good through 11/30/2016 unless manufacturer changes programs.

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Slimmed-Down Cars Boost Average Fuel Efficiency

CONTINUED FROM PAGE 1

gasoline direct injection – which waste less fuel than traditional engines – are expected to be used in half of new vehicles in the 2016 model year, up from just 3 percent in 2008. Mazda has it on nearly all of its cars.

More efficient transmissions with seven or more gears are also getting more common; they'll be on 20 percent of 2016 model-year vehicles.

"The main conclusion of looking at this data is that the entire American fleet is getting cleaner every year," Grundle told The Associated Press. "Every part of that fleet, from pickup trucks to small sedans, is getting better."

But Daniel Becker of the Safe Climate Campaign, an environmental advocacy group, said the industry isn't improving as quickly as it should, in part because it keeps selling large SUVs.

Becker said companies are allowed credits for things like

ethanol-capable vehicles even though few drivers use ethanol.

"Most of these gas guzzlers are built to carry cargo but often haul nothing more cumbersome than a latte from Starbucks," Becker said.

But Grundle says automakers are still on track to meet ambitious government standards requiring a fleet-wide average of 54.5 mpg by 2025.

The EPA included Volkswagen AG in the report issued last week despite ongoing investigations of cheating on diesel vehicle mileage. Volkswagen has admitted that diesel vehicles from the 2009-2015 model years were programmed to operate more efficiently during fuel economy tests.

Volkswagen vehicles averaged 26.8 mpg in the 2015 model year, the agency said, but that could be revised if Volkswagen modifies the affected diesels. Volkswagen submitted plans in August to repair about 67,000 diesels from the 2015 model year, but the EPA hasn't yet approved those modifications.

BMW Recalls Vehicles for Engine Issue

DETROIT (AP) – BMW is recalling more than 154,000 cars and SUVs in the U.S. and Canada to fix a wiring problem that can cause engines to stall.

The recall covers certain 5-Series and X5 models and some 6-Series and X6 vehicles from the 2007 to 2012 model years.

The company says in documents filed with United States safety regulators that wiring to fuel pumps inside the gas tank may not have been properly crimped.

That can cause the wires to come loose and melt a connec-

tor, which, in turn, can cause gasoline to leak.

That can stop the fuel pump from working and as a result make engines stall.

BMW says it doesn't know of any crashes or injuries resulting from this particular engine problem.

The company recalled vehicles in China, Japan and South Korea previously for the same wiring issue.

Dealers will replace the fuel pump module at no cost to owners. The recall is expected to begin Dec. 5.



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expires: 11.30.2016

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Altair Seeks 'Enlighten 2017' Auto Industry Nominations

The 2017 Enlighten Award, presented jointly by Altair and the Center for Automotive Research (CAR), is now open for nominations.

The award recognizes achievements in weight reduction across the automotive industry and is set to be presented July 31, 2017, at the 52nd annual CAR Management Briefing Seminars (MBS) held in Traverse City, said Altair spokeswoman Biba A. Bedi.

Acknowledgements of the Enlighten Award will be made in two categories, Bedi said – full vehicle and module.

The full vehicle award is given for exceptional achievement in the lightweighting of an entire vehicle, with previous winners including General Motors, Ford Motor Company and Jaguar Land Rover.

The module award is given for innovation in the lightweighting of a subsystem or component, or for the development of technology that enables innovation, such as a lightweight material or a new joining technology, Bedi said. This category is ideal for suppliers and has previously been awarded to BASF and ContiTech.

"The Enlighten Award has been enormously successful since its conception four years ago," said Richard Yen, vice president, Global Automotive at Altair. "The pool of nominees has always been impressive, and in 2017 we expect the technology and designs to be as innovative as ever. We are really looking forward to learning more about what the automotive industry has been working on this year."

Bedi said interested manufacturers and suppliers can submit a nomination, learn about the

award criteria or access additional information about the process at altairenlighten.com/award.

Designs submitted must be implemented on a production vehicle produced between August 2014 and August 2017 to allow for sharing with the public, while respecting business and technical confidentiality of all applications. The nominations deadline for the Enlighten Award is May 26, 2017, with the final judging taking place in June.

"Leaders in the automotive industry are making exciting advancements in new approaches to automotive engineering and design contributing to further reductions in weight, fuel consumption, and emissions for light-duty vehicles, and over the last four years we've received many nominations demonstrating these innovations," said Dr. Jay Baron, president & CEO at Center for Automotive Research.

"We look forward to accepting this year's terrific nominations demonstrating the determination of automakers and suppliers alike to meet the challenges of continued mass reduction."

Last year's full vehicle category winner, Cadillac, was an enthusiastic winner of the award, taking the title for the development of its flagship CT6, Bedi said. The mixed material vehicle made use of multi-disciplinary optimization techniques to achieve weight savings of approximately 218 pounds compared with a vehicle using predominantly high-strength steels.

The Enlighten Award is key for the auto industry as it fosters innovation and encourages OEMs and suppliers to strive for improvement, Bedi said.

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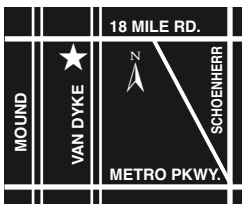
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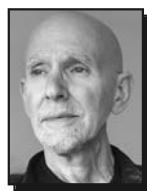


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Ally Financial
Expands Its
Charity Project

Ally Financial Inc. is expanding its annual Giving Back Month campaign by launching the “Give 5 with Ally” program, which invites customers and others to join the company in giving back this November.

Ally established Giving Back Month in 2012 and encourages employees to give back to communities across the country through volunteerism and charitable contributions, said Ally spokeswoman Cristi Vazquez.

In honor of the fifth year of the program, Ally is extending the aim of the initiative and welcoming others to join in the spirit of giving.

The “Give 5 with Ally” campaign invites others to give \$5 or more during November to one of Ally’s key charity relationships and Ally will match the donation. Donations can be made at www.ally.com/learn/dogivingright.

To further keep the giving spirit going, Ally will donate \$5 for every tweet or retweet from @AllyFinancial or @Ally using the hashtag #DoGivingRight and for every tracked share of the #DoGivingRight hashtag from the Ally Facebook page during November.

“Giving back to our communities is a core part of Ally’s culture and speaks to the customer promise we make to ‘Do It Right.’ This November, we want to build on the positive momentum of our employee volunteer efforts and invite others to join our movement to make a difference and give back,” said Gina Proia, chief communications officer and head of corporate citizenship.

“It takes five minutes to give five dollars and take a small step that can be meaningful, and Ally is honored to match and amplify those efforts this November.”

Ally will match up to \$50,000 toward the “Give 5” campaign, and in addition to this effort, throughout the month of November Ally employees across the country will volunteer in their communities, Proia said. Since 2012, Ally’s employees have volunteered more than 10,000 hours at local community events during Giving Back Month, and employees have organized more than 100 “giving back” events in a dozen major cities this month.

Toyota the Latest
Automaker With
Car Share Test

DETROIT (AP) – Toyota will test a new car-sharing system next year that lets users unlock doors and start cars with their smartphones.

The Smart Key Box system eliminates the need for a physical key. Toyota will test the system in San Francisco with the Getaround car-sharing service starting in January. A Toyota investment fund put money into Getaround this month.

Toyota says a user’s phone will get codes to access the smart key box inside car-sharing vehicles. When the phone gets close to the vehicle, the codes are verified through the Bluetooth system. If the experiment is successful, Toyota may use the system in Japan for an unmanned car rental business.

Keyless car-sharing is not totally new. General Motors’ Maven car-sharing system uses a mobile app to unlock cars and allow them to be started with the push-button ignition. Maven is in nine U.S. cities at present. The more pervasive ZipCar sharing service lets users access cars with a card, then use keys that are inside.

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All prices and payments include GM rebates. Pictures may not represent actual vehicle. Pricing subject to change per GM incentives. Prices and payments are inclusive of active GM employee discount (unless otherwise stated). All leases are 10,000 miles per year with approved S Tier credit. Sierra, Regal, Encore, Acadia, Terrain are 24 month leases. Yukon, Verano, Lacrosse, Envision are 36 month leases. Cascadia is a 39 month lease. All Vehicles shown are \$999 down, except for the Regal which is \$1499 down. Disposition Fee may be required at vehicle turn in. Must have lease loyalty and/or closing competitive lease. Prices and payments are plus tax, title, plate fee w/ acquisition fee up front, refundable security deposit required on certain vehicles – to be determined by lender. Pricing is subject to select model vehicles- while supplies last. **\$3,500 trade in is valid on 2003 or newer vehicles w/ under 115k miles in drivable condition, no branded titles, reconditioning determined by appraiser. Certain restrictions may apply, see dealer for complete details. ** Exp date: 11/30/2016.

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Tesla CEO Elon Musk Says
Solar Business Can Aid Firm

by DEE-ANN DURBIN
AP Auto Writer

DETROIT (AP) – Tesla is making its case to shareholders that a combination with solar panel maker SolarCity Corp. would be financially as well as environmentally beneficial.

In documents released Oct. 1, Tesla said SolarCity – the largest home solar panel installer in the U.S. – could add \$1 billion in revenue to the combined company next year. That would be more than double the \$400 million revenue SolarCity reported in 2015.

SolarCity also could add \$500 million in cash to Tesla's coffers over three years. In the last 120 days, the company has raised around \$1 billion to fund solar projects, Tesla said. Tesla currently has around \$3 billion in cash.

Elon Musk, who is chairman of both companies and CEO of Tesla, announced in June a plan to combine them in an all-stock deal worth around \$2.45 billion. Shareholders of both companies are expected to vote on the deal on Nov. 17.

"I'm pretty optimistic about where the vote's going," Musk told Wall Street analysts during a webcast Nov. 1.

But the merger is controversial. Neither company has achieved sustained profitability. Tesla reported a \$22 million profit in the third quarter, but it was the company's first profitable quarter since 2013. SolarCity reports third-quarter earnings next week, but it lost \$250 million in the second quarter.

Analysts also have questioned whether the deal could delay Tesla's first mass-market vehicle, the \$35,000 Model 3, which is due out at the end of next year. Some shareholders have even sued, claiming that the merger is an attempt by Musk to use one company to bail out another. Musk owns 26.5 percent of Tesla and 22 percent of SolarCity, which is run by his cousins.

Tesla Motors Inc. shares fell 3.5 percent to close at \$190.79 Nov. 1 before the financial details were released. They fell 1.4 percent in after-hours trading. SolarCity shares fell 2.7 percent to \$19.07. They declined 3.5 percent after hours.

Tesla says the two Silicon Valley-based companies could cut \$150 million in costs in the first year of a merger by jointly marketing Tesla's electric vehicles and power storage batteries with SolarCity's solar panels. The combined company would also have a wider reach, since Tesla has stores in the U.S., Europe and Asia but SolarCity mainly sells solar panels in the U.S.

Solar systems would be sold under Tesla's name. They would be integrated with Tesla's Powerwall, energy storage units for homes that are mounted on the wall or kept on the ground. They

would also be used to power Tesla cars.

Musk said it will be "frustrating" if shareholders don't approve the deal. If the companies don't merge and Tesla is forced to keep SolarCity at arm's length, Musk said, it's hard to envision how Tesla stores could sell solar panels.

"Would you go to an Apple store and see six different cell-phones getting sold?" he said.

Still, demand for the combined product is uncertain, and Tesla and SolarCity said Tuesday they have no data to back up claims that electric vehicle customers will inherently want solar panels. Plug-in electric vehicles make up less than 1 percent of U.S. sales, and less than 1 percent of U.S. electricity generation comes from solar power, according to government data.

Musk said one reason solar panels haven't become more mainstream is because they look bad. Tesla and SolarCity aim to change that. Last week, the companies unveiled what would be their first product: Solar roof tiles that are customizable and meant to look like a traditional roof.

"Unless you're going to beat a normal roof on aesthetics, why even bother?" he said. He said the roofs will be priced competitively, but didn't give exact figures.

Fire Delays Ford
Sales Reporting
For One Day

DEARBORN, Mich. (AP) – Ford Motor Co.'s world headquarters in Dearborn was evacuated Oct. 31 after a fire broke out in the building's basement.

Dearborn Fire Chief Joseph Murray said no one was injured in the fire, which started in an electrical substation near Ford's headquarters.

Ford spokesman Mike Moran said employees were instructed to leave the 12-story building when the smell of smoke was reported.

The evacuation began at 9 a.m. and the fire was contained by 10:40 a.m., Moran said.

The blaze interrupted power to one of Ford's data centers used by dealers to report sales to the company.

As a result, the company said it didn't report October sales with other automakers on the first day of November.

Battery backups saved the data, but the lack of power shut down the data center for much of the day.

Ford's October sales were reported a day late – on Nov. 2.

The headquarters building was built in the 1950s. The company announced earlier this year that it plans a decade-long renovation to update the site.

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Stock# GR 404941

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36 Mo. Lease



2016 Yukon
Denali 4x4

Stock# GR 423968

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39 Mo. Lease

*Lease payments are plus tax. ACQUISITION FEE IS INCLUDED IN PAYMENTS. Amount due at lease signing includes \$995 down payment, 1st month payment, 6% tax on rebates and down payment, CVR, destination, doc, license plate and title fees. Leases include 10,000 miles per year. Requires GM employee discount. Advertised payments based on Tier 1 credit approval. Must qualify for security deposit waiver. Prices and payments include competitive lease conquest incentive (see dealer for eligibility requirements). Terrain, Yukon XL and Yukon Denali Include select model bonus cash. All rebates to dealer. Pricing for Michigan residents only. Pricing subject to GM program changes. Pictures may not represent actual vehicle. Vehicles subject to prior sale. Prices good through 11/30/2016 unless manufacturer changes programs.

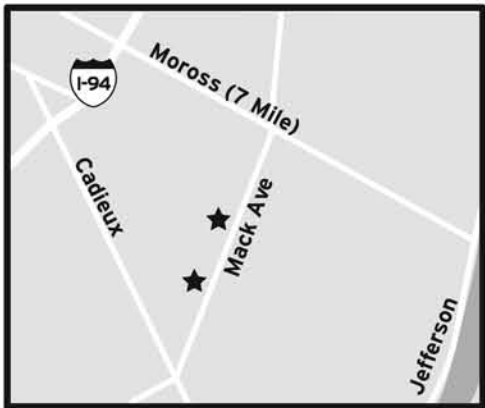
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Stock# H33055

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- Rear Vision Camera!
- Bluetooth for Phone!
- Chevrolet Complete Care INCLUDED!

Stock# H31796

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\$138*

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PERIOD!

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- 6.5" Color Touch Screen Radio!
- 8 Passenger Seating!
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- Remote Keyless Entry!
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- OnStar w/4G LTE w/built-in Wi-Fi Hotspot!
- Chevrolet Complete Care INCLUDED!

Stock# H33154

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