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General Motors Unveils Future Plans for More EV Vehicles

by Jim Stickford

General Motors has revealed its plans to implement its vision of a world with zero crashes, zero emissions and zero conges-

On Oct. 2, GM Chairman and CEO Mary Barra talked about GM's future plans.

In the next 18 months, Barra said, GM will introduce two new all-electric vehicles based off learnings from the Chevrolet Bolt EV. They will be the first of at least 20 new all-electric vehicles that will launch by 2023.

Given customers' various needs, getting to a zero emissions future will require more than just battery electric technology, Barra said. It will require a two-pronged approach to electrification – battery electric and hydrogen fuel cell electric depending on the unique require-

Barra also introduced SURUS the Silent Utility Rover Universal Superstructure - a fuel-cellpowered, four-wheel steer concept vehicle on a heavy-duty truck frame that's driven by two electric motors. With its capability and flexible architecture, SURUS could be used as a delivery vehicle, truck or even an ambulance - all emissions-free.

'General Motors believes in an

all-electric future," said Mark Reuss, General Motors executive vice president of Product Development, Purchasing and Supply

'Although that future won't happen overnight, GM is committed to driving increased usage and acceptance of electric vehicles through no-compromise solutions that meet our customers' needs.

Stephanie Brinley, a senior analyst for IHS Markit, said that while the Oct. 2 presentation was unexpected, it shouldn't have been a surprise because it's been apparent that GM has been working on developing new EVs for the past several years.

"Given the conversation about EV in the public, you had to know that something was coming," Brinley said. "GM wants people to be aware of what they have coming. Electrification is big and companies like Tesla have changed the conversation."

But, Brinley said, while Tesla has gotten a lot of press and publicity, the move to develop new EVs is being driven more by changes in regulations. OEMs have to produce vehicles that improve their mileage averages and reduce emissions.

Additionally, China is the world's biggest car market and that country's leadership has



The Bolt EV is just the first of many EVs that GM is planning to unveil by the year 2023.

been making noise about getting rid of vehicles powered by the internal combustion engine. It's adapt or die time, Brinley said.

"There will not be a time where there won't be demands for improvement," Brinley said. "Even if we totally get away from gasoline-powered vehicles, cars still run on energy. How will that energy be generated? We use energy to move ourselves and we will always be looking for better ways to do that.'

And right now, GM seems to be in a good position in the EV marketplace, Brinley said. The Bolt EV has just been put on sale nationally, and people are buying it.

"GM has been able to develop technology to move forward with EVs," Brinley said. "They are de-

CONTINUED ON PAGE 2

Nissan Forced to Recall 1.2 Million More Vehicles

TOKYO (AP) - Nissan is recalling 1.2 million vehicles in Japan that were produced between October 2014 and September of this year to re-inspect them because they had not gone through the proper final checks.

Japanese automaker Nissan Motor Co. said Oct. 2 that a team, including an independent third party, was investigating the cause of the oversight and promised to prevent a recurrence. The problem does not affect Nissan vehicles sold outside Japan.

The failure is not believed to have affected vehicle safety as they were final-stage checks, according to the Yokohama-based maker of the March subcompact, Leaf electric car and Infiniti luxury models.

Nissan Chief Executive Hiroto Saikawa told reporters the oversight occurred at all six Nissan plants in Japan. He acknowledged not enough had been done to ensure inspection staff were aware of inspection requirements. He estimated the recalls and re-inspections would cost Nissan about 25 billion yen (\$222 million), but stressed final costs were still unclear.

The inspection oversight is an embarrassment for Nissan. Nissan temporarily stopped registering new vehicles in Japan last week, after the government notified the company it had noticed inspection irregularities.

The auto industry has been hit by a series of recent scandals. Volkswagen acknowledged in 2015 that it had equipped its diesel cars with illegal software that enabled cheating on U.S. emissions tests.



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September Sales Figures Show Some Surprising Strength

percent year-over-year increase in total sales in September to 279,397 units, driven by a 17 percent increase at Chevrolet and a 9 percent increase at GMC, said GM spokesman Dan Flores.

- Crossover deliveries were up 43 percent, trucks were up 10 percent and passenger cars were down 11 percent.
- · Retail deliveries, which accounted for about 80 percent of sales, were up 8 percent for GM's best September retail perform-

General Motors showed a 12 ance since 2007. GM's U.S. retail lac have been very well-received hurricanes will continue to reshare is estimated to be up 0.6 percentage points.

- Commercial and government deliveries were up 25 percent and 38 percent, respectively. GM has gained U.S. Commercial market share for 14 consecutive months.
- Sales for the Chevrolet Express van were up 15 percent compared to September 2016. Sales went from 5,663 to 6,514.

"Our new crossovers from Chevrolet, Buick, GMC and Cadiland Chevrolet had an outstanding month with the Silverado and Colorado," said Kurt McNeil, U.S. vice president of Sales Operations. "We are entering the fourth quarter with strong momentum, great products and a healthy economy."

GM Chief Economist Mustafa ture." Mohatarem said all the key U.S. economic indicators point to- from Ford was also good. continued economic growth and stability. In addition, regions devastated by the recent

cover, helping spur new and used vehicle sales.

"The overall strength of the U.S. economy is the main force driving the market," he said. "With the U.S. economy strengthening, retail sales should remain strong for the foreseeable fu-

The September sales

"Our September sales were

CONTINUED ON PAGE 6



Ford is raising breast cancer awareness with this NASCAR vehicle.

Ford Uses Racing in Fight **Against Breast Cancer**

breast cancer is important, which is why Ford and race car driver Danica Patrick have

Patrick drove the No. 10 Ford Warriors in Pink Fusion race car this weekend in the Monster Energy NASCAR Cup Apache Warrior 400 at Dover International Speedway on Oct. 1.

The debut of the special Warriors in Pink comes just in time for Breast Cancer Awareness

Promoting awareness about month, and marks Ford's decades-long commitment to raising awareness and funds in the fight against the disease, said Ford spokeswoman Ansleigh Scholtes. Patrick also took to the track again with the Warriors in Pink Fusion Oct. 8 for the Bank of America 500 at Charlotte Motor Speedway.

> Patrick's No. 10 race car displays the warrior symbol to honor

> > **CONTINUED ON PAGE 5**

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Warren Library Will Star Gaze

The Warren Public Library is playing host to a local astronomy club on Wednesday, Oct. 11, at 6:30 p.m. at the Dorothy Busch Branch Library.

Folks can learn more about the universe and hopefully see some real celestial beauties, said Warren librarian Jennifer Lund.

"Learn about our amazing solar system when Tony Licata, an astrophotographer and member of the Farmington Astronomy Club, delivers a guided tour of our planetary neighborhood," Lund said. "Weather permitting, we will go outside after and see the sky through telescopes."

All ages are welcome, but children must be accompanied by an adult, Lund said. Call 586-353-0580 to register.

New Silverado Truck Coming in Late 2018

At the State Fair of Texas last week, Chevrolet confirmed that its new Class 4 and 5 trucks launching in late 2018 will be branded Silverado.

The announcement was part of Chevrolet's Truck Centennial event, which kicked off a 100-day celebration of the first century of Chevrolet pickups.

The first Chevy truck was built in 1918 for small business owners, and we have been expanding the market ever since because customers want specialized trucks that can tow and haul with confidence," said Sandor Piszar, director of Marketing and Advertising for Chevrolet Trucks.

In the last three years alone, Piszar said Chevrolet has revitalized the midsize pickup segment with the Colorado, launched a new range of Low Cab Forward trucks and introduced a completely redesigned 6.6-liter Duramax diesel for heavy-duty pick-

John Schwegman, U.S. director of Commercial Product, said Chevrolet's growth in the commercial market has moved in lockstep with the expansion of the brand's truck portfolio. Commercial volume is up by 48 percent since 2013 and domestic segment share has grown year-overyear for the past 13 consecutive

"We are earning new business because we have more solutions to help businesses grow," Schwegman said. "The Silverado 4500 and 5500 will stand out because we've designed the trucks around how customers work. They will be powerful, highly maneuverable and among the easiest trucks on the market to upfit with specialized bodies, such as dump bodies, rollbacks, freight boxes and more.'

Both the Silverado 4500 and 5500 will be available in Regular and Crew Cab models, with 4x2 and 4x4 capability and a wide range of GVWRs and wheelbases, Piszar said. Chevrolet will also offer these trucks with optional On-Star with 4G LTE connectivity provided by AT&T, which fleet management companies are embracing to help improve safety and productivity.

All Silverado 4500 and 5500 models will be powered by a Duramax diesel engine and Allison transmission, a legend-ary combination that has powered about two million trucks.

Allison Transmission, based in Indianapolis, is the largest designer, developer, manufacturer and distributor of medium and heavyduty fully automatic transmissions, Piszar said. Their designs have been used in a variety of applications, including construction, fire, distribution, bus, motorhomes, defense, energy and refuse.

They have helped drive Chevrolet's hardest-working trucks since the 1950s.

The first Duramax diesel engines were introduced in Chevrolet and GMC trucks in 2001, and since then have accumulated more than 100 billion miles of real-world experience.

Full technical specifications for the new Silverado 4500/5500 will be released close to launch.

Macomb Promotes MFG Day

Nearly 2,000 students from all 28 public high schools in Macomb County visited one of 58 host sites to celebrate national Manufacturing Day (MFG Day) during the first week of October.

MFG Day is a national initiative to increase awareness about the importance of the industry and the interesting and rewarding careers it offers, said county spokesman John Paul Rea.

Each student received a set of career cards highlighting a variety of high-demand positions as promoted by Pure Michigan's Talent Connect "Going PRO" campaign, an initiative to encourage people to consider careers in the skilled trades, Rea said.

Similar to baseball trading cards, the cards feature photos of people on the job along with job descriptions, information about educational training required and median wages for jobs like mechanical engineering technician, tool and die maker, CNC machinist and others. Rea said.

Macomb County's celebration was coordinated by the Macomb County Department of Planning & Economic Development and Macomb Intermediate School District.

"For the past four years, Macomb County has been a champion for Manufacturing Day," said Macomb County Executive Mark A. Hackel. "Our collective commitment from schools, companies and the county has directly led to jobs for aspiring students, as we've helped employers respond to the talent needs of today."

A video highlighting just a few of these success stories can be found on ManufactureMyFuture.com.

GM Unveils Its Strategy for New EV Vehicles

CONTINUED FROM PAGE 1

veloping drivetrains that are affordable, and reliable."

Plus, Brinley said, GM has a dealer network that is extensive, whih means people interested in their vehicles can just go down the street and see the vehicles in question. That's convenient, she said, and puts GM in a strong position to sell their product.

Brinley also noted that Barra said GM had several vehicles under wraps, literally. The shape of the vehicles indicates that GM is making all sorts of different vehicles for all sorts of markets, and that's smart.

What works in the U.S. might not work in China, she said, and vice versa.

"If GM's goal is to reach 20 fuel cell or battery vehicles by 2023, they will have to have multibrand and multi-use vehicles," Brinley said. "Maybe all 20 won't be available in every market. This revelation is about where GM wants to go in the future. By showing the outline of the vehicles and keeping them under wraps, it shows that GM has product development going on a wide scale."

Brinley said she's driven the Bolt EV and that the vehicle is a great product with a great range.

That's been a problem with getting people to adopt a true EV vehicles.

The Bolt EV's performance and range answers that problem, Brinley said.

There is also a shortage of EV infrastructure, Brinley said, for people who drive EVs. But that just means there's room for improvement. Overall, she expects GM's upcoming EV vehicles to be strong.





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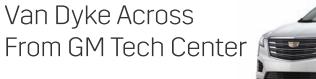
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COVERS THE TECH CENTER AND THE IMMEDIATE AREA

General Motors Employees Share Their Love for Sport of Drifting

by Jim Stickford

Every now and then the folks at GM's Global Propulsion Systems (GPS) department in Pontiac get treated to something called "Cars in the Commons."

This is where vehicles are put on display in the GPS's common area by the cafeteria in the main GPS building. People talk about the cars and what's interesting about them.

On Oct. 4, GPS employees got treated to a discussion on the sport known as drifting.

Drifting, made famous in the "Fast and the Furious" movies, is the art of performing a controlled skid around a corner. Wikipedia defines drifting as "when the rear slip angle is greater than the front slip angle, to such an extent that often the front wheels are pointing in the opposite direction to the turn (e.g., car is turning left, wheels are pointed right or vice versa, also known as opposite lock or countersteering)."

Those attending the "Cars in the Common" talk on Oct. 4, got to see drifting vehicles owned by four GPS employees who practice the sport in their spare time. They all work as Lead Dyno Calibrators at GPS.

One of the presenters was Van Blanco. He is under 30 and got into drifting after his friend Matt Bush took him to a track in 2016.

Blanco said he had a blast and has loved the sport ever since. His drift vehicle is a 1992 Nissan 240 SX fastback with a LS6 engine from a C5 ZL6 Corvette.

Blanco said the best drifting cars are light, but many light cars don't come with a lot of horse-power, so it's common for people like him to swap out engines to give their drift cars more power.

Drifting is best done on professional tracks and raceways, Blanco said. Those living in metro Detroit have a number of options as to where to go. These tracks have special events, and that makes drifting a social event as well as plain fun.

Tracks within a few hours' drive include Auto City Speedway in Clio, Flat Rock Speedway in Carleton, Gingerman Raceway in South Haven, Kil-Kare Speedway in Xenio, Ohio, Midvale Speedway in New Philadelphia, Ohio and Lake Erie Speedway in North East, Pa., Blanco said.

People interested in learning more about these tracks and their drifting events, can go online, Blanco said.

Riccardo Gonzalez also spoke about drifting, giving a brief history of the sport. His drift car is a 1995 Nissan 240SX.

Drifting got its start in Japan's underground racing. It proved so popular that it became a main-stream sport.

Drifting moved over to California, where it found a place in that state's underground racing world. And, like in Japan, it became popular and mainstream, Gonzalez said. By 2003, formal



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From left, Gonzalez, McDivitt, Mejic and Blanco talk about drifting as a hobby.

organizations were set up for drifting.

In the U.S. the first drifting cars were usually Asian, but as drifting evolved, Gonzalez said, drifters began using U.S. vehicles.

As to how people can get involved, Ray McDivitt said it's actually pretty easy. His drift car is a 2003 Nissan 350Z.

Drifting races don't rely on times. So people don't have to worry about going fast. Drifting is about having fun and looking good doing it.

"You can start with a regular car, if you want," McDivitt said. "You can soup up a car for drifting, too. You'll want something lightweight preferably. Something sturdy and with power and

most people use a car with a clutch. There are some automatics, but they're rare."

Basically, McDivitt said, to drift, a person only needs three things – a fire extinguisher, a good helmet and a car with "a locking differential."

"You don't need to build a drift car right off the bat," McDivitt said. "You can go to a track where a drifting event is taking place and ask someone if it's OK to be a passenger in a drift event. There are a lot of drift drivers who carry a spare helmet in case someone asks. That way, you can see if the sport is for you.

"There are no times in drift events. You go out and move. There aren't a lot of awards, but there are events where three judges determine who did it best. Drifting is basically just a lot of fun."

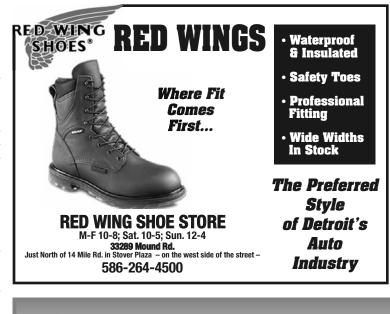
Harrison Mejic also spoke, saying that the nice thing about drifting is that drivers will help people learn the ins and out of drifting. His drift car is a 1990 Nissan 240SX

One thing that really helps beginners is having consistent front tires. And having hydraulic hand brakes, while not required, is very useful.

Those wishing to make the move from amateur to the proam level really should think about getting a vehicle with at least 300 horsepower, Mejic said.

"You don't need to be crazy experienced to be a drifter," Mejic said. "But you do need good rear tires. You actually need good grip to drift. It's a common misperception that people have that drift cars need less grip."

Blanco said those interested in seeing a drifting event can go to Flat Rock Speedway on Sunday, Oct. 15, or to Auto City Speedway on Oct. 28.









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Australia's 'Carmageddon'

SYDNEY (AP) - After looming billion) out of Australia's GDP for four years, "Carmageddon" has hit the Australian auto industry. Toyota closed its factory in Melbourne on Oct. 3, ending 54 years of production by the Japanese firm in Australia, the first country outside of Japan where the company made cars.

Iconic local brand Holden plans to shutter its factory in Adelaide on Oct. 20, ending car manufacturing in Australia.

Ford Motor Co., which pioneered Australian-based auto making in 1925, heralded its end in 2013 by announcing it would close its last two Australian manufacturing plants in 2016.

General Motors-owned Holden followed suit several months later by announcing it, too, would close down. With the loss of those two firms making the supply of locally-produced auto components unsustainable, Toyota reluctantly soon followed.

Toyota Motor Corp. has been Australia's biggest auto manufacturer for the past decade, with 70 percent of its cars exported, mostly to the Middle East. Output at the Melbourne plant peaked in 2007, when it made 149,000 cars.

When the final Camry sedan rolled off the Melbourne production line, 2,700 Toyota workers became unemployed.

"It's sunk in now. I couldn't sleep last night," Michael Spiteri, who worked at the plant for 23 years, told Fairfax media.

The closure of the Holden plant will eliminate another 3,000 jobs. Industry analysts forecast the loss of thousands more jobs in auto-related industries. Research by the University of Adelaide has predicted a worst-case scenario of 200,000 lost jobs nationwide due to the auto industry's collapse, which would take \$AUD29 billion (\$22.6

annually. Professor John Spoehr, who co-authored the University's report, said the plant closings and resulting loss of supply chains

will have a wide impact. "We haven't seen in recent history the collapse of an entire industry, but that's what is happening," Spoehr told The Associated Press.

The factory closings have raised pressure on Australia's conservative government over job losses.

"This is a sad day for these thousands of workers and their families, and it's a sad day for Australia," Federal Opposition Leader Bill Shorten said Oct. 3. "Other countries, including the U.S., Germany and Sweden, contribute much more than Australia per capita to their car industries."

But Prime Minister Malcolm Turnbull said changing tastes were the main factor leading car manufacturers to close their Australian operations.

"People stopped buying the sedans being made in Australia," he said. "The manufacturers who've progressively closed their operations in Australia have made it clear it's not because of a failure of government subsidies."

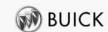
When Toyota announced it would close the Melbourne plant, it blamed the "unfavorable Australian dollar," high manufacturing costs and meager economies of scale in Australia, a country of only 23 million.

While Australia's resource sector remains strong, manufacturing has suffered. The management consulting firm Boston Consulting Group ranks Australia the worst performer among 25 nations assessed in its worldwide manufacturing cost-competitiveness index.

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Tesla Faces Bottleneck Production Problems

DETROIT (AP) - Tesla Inc. missed its third-quarter production goals for its new Model 3 sedan, leaving customers and analvsts to wonder if the company will meet future targets for the hotly anticipated electric car.

Tesla said it delivered 220 Model 3 cars in the quarter. It has produced a total of 260 Model 3s at its Fremont, Calif., factory since production began in early July.

At that time, Tesla CEO Elon Musk tweeted that the company should be making 100 Model 3s in August and "above 1,500" in September. He also said the company would likely be making 20,000 Model 3s per month by December.

But Musk also warned, in late July, that Tesla would go through "at least six months of manufacturing hell" as it ramped up production of the Model 3. He said there is always a risk of machines breaking down or suppliers not coming through with parts.

On Oct. 2, Tesla blamed "production bottlenecks" for the slow rollout. But it said it was confident it could fix those issues.

"It is important to emphasize that there are no fundamental issues with the Model 3 production or supply chain," the company said in a statement. "We understand what needs to be fixed and we are confident of addressing the manufacturing bottleneck issues in the near-term.'

More than 500,000 people are on a waiting list to get a Model 3. The car, which is half the price of Tesla's previous models, is critical for the company's goal of moving from a niche manufacturer of luxury cars to a mainstream automaker.

Akshay Anand, an analyst at Kelley Blue Book, said vehicle production is one of the most complex tasks a company can undertake, and he noted that Tesla had slow production rampups for its previous vehicles, the Model S sedan and Model X SUV.

"This is just one quarter, but if production misses continue into the fourth quarter and even beyond, Tesla will be in a much more precarious position since their future largely relies on the Model 3 being a success," Anand

Despite its issues with the Model 3, Tesla said it delivered a record number of vehicles in the third quarter. The Palo Alto, Calif.-based company delivered 26,150 vehicles in the July-September period, up 4.5 percent from the same quarter a year

A little over half of those were Model S sedans; the rest were Model X SUVs and the handful of Model 3s.

Tesla said it expects to deliver about 100,000 Model S and X vehicles in 2017, which would be a 31 percent increase over 2016.

CMS Energy Ramps Up Solar Power

DELTA TOWNSHIP, Mich. (AP) - A subsidiary of CMS Energy Corp. is buying a solar power project that's under construction in the Lansing area.

Jackson-based CMS Energy says Oct. 3 the Delta Solar project in Eaton County's Delta Township will provide enough energy to the Lansing Board of Water & Light to power 3,300 homes.

The solar project is expected to be operational by the summer of 2018.

Terms of the deal with CMS Enterprises weren't disclosed. The project developed by groSolar is located adjacent to the General Motors' Lansing Delta Assembly Plant.

CMS Energy currently has solar power facilities in the state at Western Michigan University, as well as Grand Valley State University.

Ford Uses Racing in Fight **Against Breast Cancer**

CONTINUED FROM PAGE 1

powerful, courageous women and men engaged in the fight against breast cancer, Scholtes said. Symbols are a key part of the inspirational message Ford Warriors in Pink represents serving to uplift those who exhibit strength and courage in the face of their greatest battle.

"The Ford Warriors in Pink race car really looks great," said Patrick, one of the most successful women in the history of motorsports now driving for Stewart-Haas Racing.

'Cancer impacts all of us. I bet there are very few people out there who don't know someone impacted by breast cancer. My friend had a double mastectomy as a preemptive strike because she actually tested positive for the breast cancer gene. She went through everything and hopefully avoided it, but it hit close to home.

"If we all work together, we can help make a difference. Whether it's starting a conversation or inspiring donations, every little bit helps. That's why I'm proud to drive the Warriors in Pink Fusion to help raise awareness for the

As a preview to marking Breast Cancer Awareness month, Patrick helped kick things off with Ford Warriors in Pink by surprising patients with racing lessons at Chicagoland Speedway Sept. 20, Scholtes said. These special

events being held across the country are designed to help tap into a newfound fearlessness patients and survivors tend to experience by giving them free access to engage in new thrills and challenges.

To empower people to take action and support their loved ones, Ford Warriors in Pink launched its More Good Days initiative in 2015. Since then, the program has delivered more than 80,000 More Good Days experiences across the country ranging from rides to treatment centers to special patient surprises, including racing lessons and more.

"Each year, we ask ourselves what more we can do," said Tracy Magee, Ford Warriors in Pink brand manager. "Through strategic collaborations and engaging experiences, we hope to continue to raise awareness and encourage friends, families and loved ones to help in simple but meaningful ways.

Ford Warriors in Pink has been working for 23 years to help breast cancer patients and their families, Scholtes said. To date, Ford has dedicated more than \$133 million to research, education and patient resources.

To join Danica Patrick and Ford Warriors in Pink in the fight against breast cancer, visit Ford-Cares.com to access free tips, tools and resources that make it easy to give breast cancer patients More Good Days.





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Must be a current Cadillac lessee through Ally, US Bank or GM Financial, Not available with some other offers, 2. Must be a current owner/lessee of a 2003 model year or newer Cadillac vehicle. 3. Must be a current Cadillac lessee through Ally, US Bank or GM Financial. Payments are for a 2017 ATS AWD Sedan Standard with an MSRP of \$37,590.24 monthly payments total \$6,216. Option to purchase at lease end for an amount to be determined at lease signing, 4, Must be a current Cadillac lessee through Ally, US Bank or GM Financial. Payments are for a 2017 Escalade 4WD Luxury Collection with an MSRP of \$82,590.36 monthly payments total \$26,964. Payments are for a 2017 XT5 Standard with an MSRP of \$41,265.36 monthly payments total \$8,856 Option to purchase at lease end for an amount to be determined at lease signing. GM Financial must approve lease. Mileage charge of \$.25/mile over 30,000 miles. Take delivery by 10/31/17. See dealer for details. Lessee pays for maintenance, excess wear and a disposition fee of \$595 or less at end of lease. Not available with some other offers. Residency restrictions apply. ©2017 General Motors, Cadillac® ATS® Escalade® XT5®



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SERVICE 888 548 8939 Mon - Fri 7:30am-6pm Sat 8am-3pm

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September Sales Numbers Show Surprising Strength

CONTINUED FROM PAGE 1

strong across the board - including retail, commercial and government.

"We're pleased to say recovery in Houston and Florida is moving quickly, with all of our dealers in the area now back up.

"We couldn't be happier with the tireless effort from our dealers, employees and the countless first responders who are moving so quickly," said Mark LaNeve, Ford vice president, U.S. Marketing, Sales and Service.

Ford September sales highlights, LaNeve said, included:

- Ford Motor Company's U.S. sales increased 8.7 percent in September.
- Retail sales totaled 169,544 vehicles, up 4.4 percent compared to a year ago.
- Fleet sales totaled 52,704 vehicles, representing, as expected, a 25.1 percent in crease versus 2016 due to order timing this year.
- F-Series sales rose 21.4 percent, with a total of 82,302 trucks sold. Demand remains robust for Super Duty, with High Series Lariat, King Ranch and Platinum trucks making up 52 percent of retail sales.
- Transit sales totaled 13,546 vehicles last month, a 25.4 percent increase over a year ago for the van's best September since its introduction in 2014.
- Ford brand SUVs gained 8.8 percent at retail last month their best retail performance since 2003.
- Escape, Edge, Explorer and Expedition all posted retail

• Explorer sales totaled 18,898 vehicles last month, a 13.4 percent increase overall.

Explorer performed even better at retail, posting a 14.9 percent gain, its best September retail sales performance in 13 vears.

Fiat Chrysler reported sales of 174,266 units, a 10 percent decrease compared with sales in September 2016 (192,883 units), said FCA spokesman Ralph Kisiel.

In September, retail sales of 146,904 units were up 0.3 percent compared with the same month in 2016 and represented 84 percent of total sales, Kisiel

In line with FCA's strategy to reduce sales to the daily rental segment, fleet sales of 27,362 units were down, as expected, 41 percent year over year.

The largest planned volume reduction in September fleet sales came from the Jeep brand, Kisiel said, which reduced its fleet sales number by 67 percent year over year.

Fleet sales represented 16 percent of total FCA US September sales.

Five FCA US vehicles posted record sales in September, including the Jeep Compass.

Compass sales were up 75 percent in September, the compact SUV's best sales month ever. In addition, the Jeep Renegade, Chrysler Pacifica, Ram Pro-Master and Ram ProMaster City each recorded their best September sales ever.

The Jeep Wrangler, Jeep Grand Cherokee, Dodge Durango and Fiat 500L each posted at least double-digit percentage increases in September, compared with the same month a

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24 MONTH LEASE



\$999 Down

NO Security Deposit required. Tax, title and plate fees extra.

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- Remote Entry!
- Rear Camera!
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\$999 Down NO Security Deposit required. Tax, title and plate fees extra

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Was \$23,870 Sale Price: \$16,999*

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Was \$37,360 Sale Price: \$27,999* 24 MONTH LEASE



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*Pictures may not represent actual sale vehicle. All applicable incentives including bonus cash, bonus tags, competitive lease, lease conquest and/or lease loyalty offers have been deducted from Sale Prices/Payments and are subject to change by the manufacturer without notice and are plus title, tax, plate and CVR fees and were valid at time of printing. Leases are 10,000 miles per year. Disposition fee may be required at lease turn in. \$1000 trade-in guarantee is on 2004 thru 2014 model year vehicles in drivable condition less reconditioning costs. No branded, salvage or rebuilt títles. Certain restrictions apply, see dealer for complete details on all incentives/offers. Sale ends 10/13/2017 @ 6:00PM.

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**Sa,500 trade in is valid on 2003 or ne no branded titles, reconditioning determined by appraiser. Certain restrictions may apply, see dealer for complete details. ** Exp date: 10/9/2017.



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