



The Chevrolet Cruze station wagon will make its global premiere at the 82nd International Geneva Motor Show in early March. Initially, the new wagon will be sold in Europe but not North America. The Geneva Motor Show runs from March 8-18.

# Cruze Wagon 'Ticks All Boxes for European Drivers'

ZURICH - The Chevrolet Cruze station wagon, the third variant of Chevrolet's most popular car, will make its global premiere at the 82nd International Geneva Motor Show early next month. The station wagon complements the Cruze sedan and hatchback, which together have combined sales of more than 1 million vehicles globally since launch in 2009. "The Cruze station wagon caters to an important market segment," said Chevrolet Europe President and Managing Director Susan Docherty. "It ticks all the boxes for European drivers in terms of distinctive design, dynamic driving, space and economy."

The new station wagon, which is not planned for sale in North America, features generous storage space and a choice of powerful and efficient engines as well as the state-of-the-art Chevrolet MyLink onboard infotainment system. The new and improved engines will be available on the entire Cruze lineup starting summer 2012. In addition to the current 1.6L and 1.8L gasoline engines, a new 1.4L turbo gasoline, a new 1.7L diesel and an improved 2.0L diesel engine complete the powertrain offer. The 1.4L gasoline, 1.7L diesel and 2.0L diesel engines come with start-stop technology as standard. All engines are Euro 5-compliant. The station wagon, at 184.1

inches, is slightly longer than the hatchback (177.6 inches) and sedan (181 inches) models. Load space ranges from 17.6 cubic feet up to the window line in the rear to nearly 52.9 cubic feet up to the roof top with the rear seats folded down. The station wagon is immediately recognizable as a new variant of the best-selling Chevrolet Cruze. The exterior design features a tapering single arch roofline and comes with roof racks as standard, providing convenience while maintaining a poised and sporty look. A number of exterior and interior styling changes are being introduced in 2012 for all Cruze models. These include a remodeled front fascia, modified head-lamp interiors and fog lamps, new wheel styles on the exterior, refinements to the center console, and a greater choice of seat finishes for the interior. New Cruzes are equipped with keyless entry, allowing access to the vehicle with the key safely tucked away in a bag or pocket. Additionally, the system allows the engine to be turned on or off by pressing a button without the need to insert the key into the ignition. A brand-new Chevrolet infotainment system, called MyLink, is being introduced in higher trim levels in the Cruze lineup and in the Chevrolet Aveo as of summer 2012. It brings owners' smartphone capabilities into the vehicle.

# Cadillac XTS Offers Sensors to Help Avoid Crashes

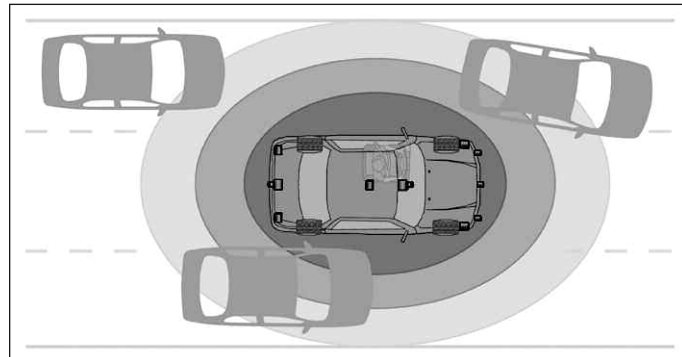
DETROIT - The all-new 2013 Cadillac XTS, the most technologically advanced production car the luxury brand has ever offered, has introduced an advanced active safety and driver assistance system, a significant milestone toward the development of self-driving vehicles. Coming this fall to XTS, the available Driver Assistance Package is the first General Motors system of its kind to use sensor fusion, which enables integration of a broad range of sensing and positioning technologies that can alert drivers of road hazards and help them avoid crashes. The system's use of radar, cameras and ultrasonic sensors enables advanced safety features, including:

- Rear Automatic Braking
  - Full-Speed Range Adaptive Cruise Control
  - Intelligent Brake Assist
  - Forward Collision Alert
  - Safety Alert Seat
  - Automatic Collision Preparation
  - Lane Departure Warning
  - Side Blind Zone Alert
  - Rear Cross Traffic Alert
  - Adaptive Forward Lighting
  - Rear Vision Camera With Dynamic Guidelines
  - Head Up Display
- "We believe sensor fusion

will enable future active safety systems to handle a greater number of inputs to provide 360 degrees of crash risk detection and enhanced driver assist features," said Bakhtiar Litkouhi, GM Research and Development lab group manager for perception and vehicle control systems. "A system that combines the strengths of multiple sensing technologies and expertly manages those inputs can provide advisory, warning, and control interventions to help drivers avoid collisions and save lives," Litkouhi said. Sensor fusion also is a building block in the development of semi-autonomous and fully autonomous vehicles, which are designed to maintain lane position and adapt to traffic environments. It is envisioned that more sophisticated self-driving technology, that could enable semi- and fully-autonomous driving, will be available by the end of the decade. GM's leading-edge work on sensor fusion draws on its experience with The Boss, a fully autonomous Chevrolet Tahoe developed by GM, Carnegie Mellon University and other partner companies, and named for GM R&D founder Charles F. "Boss" Ket-

tering. In 2007, The Boss navigated 60 miles of urban traffic, busy intersections and stop signs in less than six hours to win the Defense Advanced Research Projects Agency (DARPA) Urban Challenge competition in California. Sensor fusion development also is bolstered by GM's work on the EN-V, three semi-autonomous electric concept vehicles unveiled at the 2010 Shanghai World Expo. By combining GPS with vehicle-to-vehicle communications, distance-sensing and object detection technologies, EN-V can be driven both manually and autonomously, the latter allowing it to automatically select the fastest route based on real-time traffic information. Among the technologies that GM is looking to develop for future active safety systems is LIDAR, a light detecting and ranging technology that can measure the distance to a vehicle or object by illuminating it, often using pulses from a laser. Although LIDAR is no replacement for driver vision, it can become another set of eyes when visibility has deteriorated due to inclement weather or darkness. When

combined with radar, cameras and ultrasonic sensors, LIDAR has potential crash avoidance capability. A more advanced positioning system, using more accurate GPS and digital mapping, also is expected to play an important role on future active safety systems because it helps locate vehicles in relation to one another. GPS effectiveness can be limited in urban canyon environments where high-rise buildings can interfere with satellite signals.



Coming this fall to the Cadillac XTS, the available Driver Assistance Package is the first General Motors system of its kind to use sensor fusion, which enables integration of a broad range of sensing and positioning technologies that can alert drivers of road hazards and help them avoid crashes. It is just the latest in a series of new technical innovations from Cadillac.



Urban Science said that the national new car dealer population was 17,767, as of the end of 2011. Locally, Buick Whelan Chevrolet, left, survived the earlier shakeout, as did Vyletel Buick-GMC, right.

# Dealership Numbers Are Up in U.S.

by Gerald Scott News Dept.

Maybe the only entity to have a bumpier ride inside the auto industry than the OEMs over the past five years were the dealers who supported them. Following the post-bankruptcy contraction, it appears that the national new-car dealer body is in for smoother sailing these days. Local consultants Urban Science, with offices at the RenCen in Detroit, held a briefing last week to describe the state of the dealer body going into 2012. "We have a stabilized, right-sized dealership network that has increased year-over-year for only the second time since we started this census," said John Frith, vice president, Urban Science. "Automakers and dealers are in a good, profitable position. To maintain that momentum and keep profitability high, they will need to resist the urge to abandon the expense controls and processes instituted the past few years." Urban Science released statistics and insights from its 2011 Automotive Franchise

Activity Report (FAR), which shows a slight uptick in the number of dealerships nationwide after two years of significant attrition. As of Dec. 31, 2011, there were 17,767 dealerships in the U.S., a 0.6 percent increase from 17,659 in 2010. In a "normal" year, there is a 2 percent decline in the number of dealerships, making the rise quite significant. The two largest contributors to the increase in dealerships were Fiat, which added 135 dealerships in 2011, and Chrysler-Dodge-Jeep, which added 50 dealerships. Other OEMs also added dealerships, but in smaller amounts. On a state level, the largest increases of dealerships occurred in: California, 31 dealers; New Jersey, 10 dealers; Ohio and Florida, nine each; Texas, eight; Virginia and North Carolina, seven each; and Pennsylvania, six. At the same time, there were a total of 29,380 franchises (the number of brands a dealership sells) as of Dec. 31, 2011, a 2.4 percent decline from 30,098 in 2010. This decline is attributed mostly to the final stages of Ford's Mercury brand being phased out last year.

Based on 2011 vehicle sales of 12.8 million, Urban Science's analysis of throughput - the average number of sales per dealership - increased approximately 10 percent year-over-year to 719 in 2011 (up from 656 in 2010). Urban Science estimates that if vehicle sales reach the projected 13.95 million sales in 2012, average sales per dealer could reach an all-time high, surpassing the previous record of 784 in 2005. "This year, the key issue for many dealers will be figuring out how to handle a continuing sales influx," added Frith. "This will shift more focus on ensuring that dealerships are meeting the automakers' standards for staff, space, facility upgrades, policies and procedures." Urban Science is also anticipating that the expected sales increase will drive more on-line traffic to dealerships as a precursor to foot traffic. Based on Urban Science's lead management data for its clients, lead volume could increase by as much as 15-20 percent, with the average dealer getting 85 leads per brand per month, which is up from 75 leads per dealer per month in 2011.

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