Acquisdata
Industry SnapShots
Up to date business intelligence reports covering developments in the world's fastest growing industries
N0.: 1069

UNITED STATES AUTOMOTIVE

22 January 2014

Contents

Industry SnapShots

Published by **Acquisdata Pty Ltd**

A.C.N. 147 825 536

ISSN 2203-2738 (Electronic)

www.acquisdata.com

This Week's News

Detroit News - GM will pay CEO Barra at least $4.4M – 17/1/2014
General Motors's new chief executive, Mary Barra, will get a pay package worth at least $4.4 million, the automaker said late Friday.

For the complete story, see:
(http://www.detroitnews.com/article/20140117/AUTO0103/301170097/GM-will-pay-CEO-Barra-least-4-4M)

Bloomberg News - Fiat Heir Elkann Reshapes Family Legacy With Chrysler – 17/1/2014
While Fiat SpA (F) Chief Executive Officer Sergio Marchionne, 61, got the spotlight for the New Year's Day swoop to secure full control

For the complete story, see:
(http://www.bloomberg.com/news/2014-01-16/fiat-heir-elkann-reshapes-family-legacy-with-chrysler.html)

Kansan City Star - 2014 BMW 320i – 18/1/2014
Manufacturers are downsizing engines in a quest for more miles per gallon and in anticipation of ever-tightening fuel economy regulations.

For the complete story, see:
(http://www.kansascity.com/2014/01/18/4757117/2014-bmw-320i.html)

Other Stories

Value Walk - Tesla Motors Inc (TSLA) Working "Vigorously" To Complete Model X – 18/1/2014
Automotive News - CEO Horn going 'on offense' to bolster VW's U.S. lineup – 19/1/2014

Media Releases

Thor Announces Results Of Annual Meeting Of Shareholders - 12/11/2013
Tesla Revenue Expected To Exceed Guidance By 20% In Fourth Quarter – 14/1/2014
GM Expects Profits to Rise in 2014 on New Vehicles EBIT-adjusted expected to rise modestly on strength in the U.S. and China – 15/1/2014

Latest Research

An Analysis of the Treatment of Corporate Influence on Government by United States History and American Government High School Textbooks
By Richard Neumann

Industry Overview

The U.S. Automotive Industry

Leading Companies Overview

BMW Group USA
Chrysler Group LLC
Ford Motors Co.
General Motors Co.
Jaguar Land Rover USA
Motor and Equipment Manufacturers Association (MEMA)
Mercedes Benz USA
Porsche USA
Spartan Motors Inc.
Thor Industries Inc.

News and Commentary

Detroit News - GM will pay CEO Barra at least $4.4M – 17/1/2014

General Motors's new chief executive, Mary Barra, will get a pay package worth at least $4.4 million, the automaker said late Friday.

For the complete story, see:
(http://www.detroitnews.com/article/20140117/AUTO0103/301170097/GM-will-pay-CEO-Barra-least-4-4M)

Bloomberg News - Fiat Heir Elkann Reshapes Family Legacy With Chrysler – 17/1/2014

While Fiat SpA (F) Chief Executive Officer Sergio Marchionne, 61, got the spotlight for the New Year's Day swoop to secure full control

For the complete story, see:
(http://www.bloomberg.com/news/2014-01-16/fiat-heir-elkann-reshapes-family-legacy-with-chrysler.html)

Kansan City Star - 2014 BMW 320i – 18/1/2014

Manufacturers are downsizing engines in a quest for more miles per gallon and in anticipation of ever-tightening fuel economy regulations.

For the complete story, see:
(http://www.kansascity.com/2014/01/18/4757117/2014-bmw-320i.html)

Value Walk - Tesla Motors Inc (TSLA) Working "Vigorously" To Complete Model X – 18/1/2014

Tesla Motors Inc (NASDAQ:TSLA) unveiled its 2015 all-electric Model X at the Detroit Auto Show on Monday.

For the complete story, see:
(http://www.valuewalk.com/2014/01/tesla-motors-inc-model-x-working/)

Automotive News - CEO Horn going 'on offense' to bolster VW's U.S. lineup – 19/1/2014

A nasty case of bronchitis wasn't going to stop Michael Horn from trying to make a strong first impression.

For the complete story, see:
(http://www.autonews.com/article/20140119/OEM/301209946/ceo-horn-going-on-offense-to-bolster-vws-u-s-lineup#axzz2qtp0Sow6)

Media Releases

Thor Announces Results Of Annual Meeting Of Shareholders - 12/11/2013

ELKHART, Ind., Dec. 11, 2013 /PRNewswire/ -- Thor Industries, Inc. (NYSE: THO) today announced the results of voting at its annual meeting of shareholders held on December 10, 2013. At the meeting, nearly 94.3% of the eligible votes were cast in person or by proxy for the election of three directors, the ratification of Thor's Independent Registered Public Accounting Firm and the advisory vote on executive compensation.

Based on the votes cast, on Proposal 1, 97.5% of shares voted were for the election of Peter B. Orthwein as director, 99.2% of shares voted were for the election of James L. Ziemer as director and 99.5% of shares voted were for the election of Robert W. Martin as director. On Proposal 2, the ratification of Deloitte & Touche LLP as Thor's Independent Registered Public Accounting Firm, 98.2% of votes cast were for the proposal. On Proposal 3, the Advisory Vote to Approve the Compensation of Thor's Named Executive Officers, 99.1% of votes cast were for the proposal.

About Thor Industries, Inc.
Thor is the sole owner of operating subsidiaries that, combined, represent one of the world's largest manufacturers of recreational vehicles.

This release includes certain statements that are "forward looking" statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended (the "Exchange Act"). These forward looking statements involve uncertainties and risks. There can be no assurance that actual results will not differ from our expectations. Factors which could cause materially different results include, among others, price fluctuations, material or chassis supply restrictions, legislative and regulatory developments, the costs of compliance with increased governmental regulation, legal issues, the potential impact of increased tax burdens on our dealers and retail consumers, lower consumer confidence and the level of discretionary consumer spending, interest rate fluctuations, restrictive lending practices, recent management changes, the success of new product introductions, the pace of acquisitions, the impact of the divestiture of the Company's bus businesses, asset impairment charges, cost structure improvements, competition, general economic, market and political conditions and the other risks and uncertainties discussed more fully in Item 1A of our Annual Report on Form 10-K for the year ended July 31, 2013 and Part II, Item 1A of our quarterly report on Form 10-Q for the period ended October 31, 2013. We disclaim any obligation or undertaking to disseminate any updates or revisions to any forward looking statements contained in this release or to reflect any change in our expectations after the date of this release or any change in events, conditions or circumstances on which any statement is based, except as required by law.

SOURCE Thor Industries, Inc.

(http://ir.thorindustries.com/press-releases/press-release-details/2013/Thor-Announces-Results-Of-Annual-Meeting-Of-Shareholders/default.aspx)

Tesla Revenue Expected To Exceed Guidance By 20% In Fourth Quarter – 14/1/2014

PALO ALTO, Calif. – Tesla sales in the fourth quarter of 2013 were the highest in company history by a significant margin. With almost 6,900 vehicles sold and delivered, Tesla exceeded prior guidance by approximately 20%. A higher than expected number of cars was manufactured as a result of an excellent effort by the Tesla production team and key suppliers, particularly Panasonic.

The two key drivers of demand were the superlative safety record of the Model S and great performance under extremely cold conditions.

Safety Record
Tesla remains the only manufacturer with a perfect safety record of zero deaths or serious, permanent injuries ever. Including the Roadster, Tesla vehicles have now been on the road for almost six years in 31 countries with almost 200 million miles driven to date. Despite dozens of high speed collisions, the driver and passengers have always been protected. This is Tesla's proudest achievement.

Independent testing by the National Highway Traffic Safety Administration (NHTSA) awarded the Tesla Model S a 5 star safety rating overall and in every subcategory without exception. Of all vehicles tested, including every major make and model approved for sale in the United States, the Model S set a new record for the lowest likelihood of injury to occupants. While the Model S is a sedan, it also exceeded the safety score of all SUV's and minivans.

Excellent Cold Weather Performance
Due to the precision of its electric powertrain, the Model S has outstanding traction control relative to the much higher latency and inertia of a gasoline powertrain. As a result, it is able to perform better on snow and ice than many all-wheel drive gasoline cars

(http://www.teslamotors.com/about/press/releases/tesla-revenue-expected-exceed-guidance-20-fourth-quarter)

GM Expects Profits to Rise in 2014 on New Vehicles EBIT-adjusted expected to rise modestly on strength in the U.S. and China – 15/1/2014

DETROIT – General Motors Co. (NYSE: GM) forecasts modest global industry growth in 2014 driven by the United States, China and Europe. Based on this outlook and the introduction of key vehicles globally, the company expects its total earnings before interest and tax (EBIT) adjusted to be modestly improved with improved underlying operating performance more than offsetting increased restructuring expense. Additionally, the company said it expects EBIT-adjusted margins will be similar to last year.

“We continue to perform well in the two most important markets in the world, the U.S. and China,” said GM CEO Mary Barra. “We’re taking advantage of our strength in these countries to restructure and make the investments necessary to grow profitably in other parts of the world.”

GM President Dan Ammann shared the outlook with investor analysts attending the Deutsche Bank 2014 Global Auto Industry Conference in Detroit.
Following 18 vehicle launches in 2013 in the U.S., the company will introduce 15 new or upgraded models in that market this year. In China, GM and its joint venture partners will introduce 17 new or upgraded models in 2014. The company also announced plans to open four additional plants in China through 2015, enabling production of up to 5 million units annually.

Vehicles being introduced in key markets globally in 2014 include the Chevrolet Silverado HD, Tahoe, Suburban, Colorado, Aveo and Sail; Cadillac ATS Coupe, CTS and Escalade; GMC Sierra HD, Yukon XL, Denali XL and Canyon.

Among key accomplishments for 2013, Ammann noted the following:

- Executed successful global vehicle launches
- Received most initial quality awards among automakers in 2013 J.D. Power and Associates Initial Quality Study
- Improved revenue, EBIT-adjusted and margins
- Announced GM International Operations restructuring including plans to discontinue Chevrolet’s mainstream presence in Western and Eastern Europe and transition to a national sales company in Australia with its Holden brand
- Completed the acquisition of substantially all of Ally Financial’s international operations
- Added to the S&P 500 index
- Refinanced $4.5 billion in high-cost obligations, increasing financial flexibility
- Achieved investment grade rating with Moody’s Investors Service
- Monetized non-core assets including Ally and PSA ownership stakes
- The U.S. Treasury divested its ownership stake
- Announced senior leadership succession plan

“In 2014, our focus will remain on winning customers by delivering new vehicles with compelling value and outstanding quality,” Ammann said. “Our ongoing work to transform our company into a formidable competitor in every market we serve will continue unabated.”

About General Motors Co
General Motors Co. (NYSE:GM, TSX: GMM) and its partners produce vehicles in 30 countries, and the company has leadership positions in the world's largest and fastest-growing automotive markets. GM, its subsidiaries and joint

venture entities sell vehicles under the Chevrolet, Cadillac, Baojun, Buick, GMC, Holden, Jiefang, Opel, Vauxhall and Wuling brands.

(http://media.gm.com/content/media/us/en/gm/news.detail.html/content/Pages/news/us/en/2014/Jan/0115-outlook.html)

Latest Research

An Analysis of the Treatment of Corporate Influence on Government by United States History and American Government High School Textbooks

Richard Neumann

Abstract:
This article reports on an investigation to explore the possibility that ideology might be expressed in the treatment of corporate influence on federal government by social studies textbooks. Two textbooks were examined in the study—United States history and American government. Corporate influence involves activities that affect election and appointment of officials and policy decisions. Textbook content was analyzed for bias on the subject. Findings reveal ideological judgments and beliefs in the texts that provide support for corporate activities and economic arrangements conducive to corporate interests. Bias renders these textbooks inadequate for developing students' understanding of corporate influence on government.

(http://www.tandfonline.com/doi/full/10.1080/00377996.2013.820163#.UtyHRxCwrIU)

The Industry

The U.S. Automotive Industry
The United States has one of the largest automotive markets in the world and is home to 13 auto manufacturers. From 2007 to 2011, manufacturers produced an average of 8.1 million passenger vehicles annually in the United States. Since Honda opened its first U.S. plant in 1982, almost every major European, Japanese, and Korean automaker has produced vehicles at one or more U.S. assembly plants. In addition to Honda and the big three U.S. auto companies - General Motors, Ford and Chrysler - Toyota, Nissan, Hyundai-Kia, BMW, Daimler, Mazda, Mitsubishi, and Subaru all have U.S. manufacturing facilities. In May 2011, Volkswagen opened a new U.S. plant, bringing the manufacturer count to 13. In addition, many manufacturers also have engine and transmission plants and are conducting research and development, design, and testing in the United States. The automotive industry accounts for between 4 and 5 percent of U.S. gross domestic product and employed 716,900 people in 2011.

There is also an extensive network of auto parts suppliers serving the industry. Suppliers produced $171 billion in industry shipments in 2011, accounting for approximately 3 percent of total U.S. manufacturing. According to the Center for Automotive Research, automotive suppliers accounted for 3.3 million jobs nationwide in 2008 - more jobs and economic wellbeing than any other manufacturing sector.

Despite challenges within the industry in recent years, the U.S. automotive market is at the forefront of innovation. New research and development initiatives are transforming the industry to better respond to the opportunities of the 21st century.

In 2011, the United States exported approximately 2.5 million vehicles to more than 200 countries around the world valued at $60.9 billion, with additional exports of automotive parts valued at approximately $67 billion. With an open investment policy, a large consumer market, a highly skilled workforce, available infrastructure, and government incentives, the United States is the premier place for the future of the auto industry.

(http://selectusa.commerce.gov/industry-snapshots/automotive-industry-united-states)

Automotive Industry: Employment, Earnings, and Hours – 8/11/2013

The automotive industry includes industries associated with the production, wholesaling, retailing, and maintenance of motor vehicles. This industry is not formally defined in the North American Industry Classification System (NAICS), but the Bureau of Labor Statistics is referring to a group of detailed industries as the "automotive industry" for purposes of analysis. This list is not exhaustive, but includes industries that can be directly impacted by changes in U.S. production and sales of motor vehicles. Below are definitions of these industries.

National Employment
Employment -- Seasonally Adjusted

Data series	Back data	One year ago: Oct. 2012	Aug. 2013	Sep. 2013	Oct. 2013	1-month change: Sep. 2013 - Oct. 2013	12-month change: Oct. 2012 - Oct. 2013
Employment (all employees, in thousands)							
Manufacturing							
Motor vehicles and parts manufacturing		774.9	813.4	(P) 816.7	(P) 822.4	(P) 5.7	(P) 47.5
Retail Trade							
Motor vehicle and parts dealers		1,743.3	1,781.4	(P) 1,786.1	(P) 1,787.7	(P) 1.6	(P) 44.4
Automobile dealers		1,102.2	1,126.9	(P) 1,130.7	(P) 1,131.1	(P) 0.4	(P) 28.9
Footnotes (P) Preliminary							

(Source: Current Employment Statistics)

Employment -Not Seasonally Adjusted

Data series	Back data	Annual average: 2012	Aug. 2013	Sep. 2013	Oct. 2013	12-month changes: Sep. 2012 - Sep. 2013	12-month changes: Oct. 2012 - Oct. 2013
Employment (all employees, in thousands)							
Manufacturing							
Motor vehicles and parts manufacturing		772.9	812.7	(P) 818.0	(P) 822.2	(P) 35.8	(P) 47.4
Motor vehicles manufacturing		168.0	183.3	(P) 186.2		(P) 16.0	
Motor vehicle bodies and trailers		125.4	129.1	(P) 130.0		(P) 3.2	
Motor vehicle parts manufacturing		479.6	500.3	(P) 501.8		(P) 16.6	
Wholesale Trade							
Motor vehicle and parts wholesalers		319.1	325.5	(P) 325.7		(P) 6.9	
Retail Trade							

Data series	Back data	Annual average: 2012	Aug. 2013	Sep. 2013	Oct. 2013	12-month changes: Sep. 2012 - Sep. 2013	12-month changes: Oct. 2012 - Oct. 2013
Motor vehicle and parts dealers		1,732.3	1,797.7	(P) 1,799.9	(P) 1,795.3	(P) 52.0	(P) 45.6
Automobile dealers		1,091.3	1,133.7	(P) 1,137.6	(P) 1,135.2	(P) 35.6	(P) 30.3
Other motor vehicle dealers		130.3	140.1	(P) 136.4		(P) 4.2	
Auto parts, accessories, and tire stores		510.6	523.9	(P) 525.9		(P) 12.2	
Other Services							
Automotive repair and maintenance		830.2	840.2	(P) 842.1		(P) 9.6	

Footnotes
(P) Preliminary

(Source: Current Employment Statistics)

National Average Hourly Earnings

Average Hourly Earnings -- Not Seasonally Adjusted

(Source: Current Employment Statistics)

Data series	Back data	Annual average: 2012	Aug. 2013	Sep. 2013	Oct. 2013	12-month change: Oct. 2012 - Oct. 2013
Average hourly earnings (of production and nonsupervisory workers)						
Manufacturing						
Motor vehicles and parts manufacturing		$21.29	$21.09	(P) $21.31	(P) $21.37	(P) $0.27
Motor vehicles manufacturing		28.08	27.57	(P) 27.57		
Motor vehicle bodies and trailers		16.46	16.80	(P) 17.26		
Motor vehicle parts manufacturing		20.01	19.71	(P) 19.86		
Wholesale Trade						
Motor vehicle and parts wholesalers		17.95	19.16	(P) 19.71		
Retail Trade						
Motor vehicle and parts dealers		17.84	18.57	(P) 18.82		
Automobile dealers		19.10	20.17	(P) 20.45		
Other motor vehicle dealers		17.27	17.68	(P) 17.96		
Auto parts, accessories, and tire stores		15.12	15.23	(P) 15.36		
Other Services						
Automotive repair and maintenance		15.99	16.09	(P) 16.14		

Footnotes
(P) Preliminary

National Average Weekly Hours

Average Weekly Hours -- Seasonally Adjusted

Data series	Back data	One year ago: Oct. 2012	Aug. 2013	Sep. 2013	Oct. 2013	1-month change: Sep. 2013 - Oct. 2013
Average weekly hours (of production and nonsupervisory workers)						
Manufacturing						
Motor vehicles and parts manufacturing		43.5	43.5	(P) 43.5	(P) 43.5	(P) 0.0

Footnotes
(P) Preliminary

(Source: Current Employment Statistics)

Average Weekly Hours -- Not Seasonally Adjusted

Data series	Back data	Annual average: 2012	Aug. 2013	Sep. 2013	Oct. 2013	12-month changes: Sep. 2012 - Sep. 2013	12-month changes: Oct. 2012 - Oct. 2013
Average weekly hours (of production and nonsupervisory workers)							
Manufacturing							
Motor vehicles and parts manufacturing		44.2	43.4	(P) 43.9	(P) 43.6	(P) -0.1	(P) -0.2
Motor vehicles manufacturing		44.3	42.1	(P) 43.4		(P) -0.5	
Motor vehicle bodies and trailers		42.5	42.3	(P) 42.2		(P) -0.4	
Motor vehicle parts manufacturing		44.6	44.2	(P) 44.5		(P) 0.1	
Wholesale Trade							
Motor vehicle and parts wholesalers		38.6	38.6	(P) 38.1		(P) -0.6	
Retail Trade							
Motor vehicle and parts dealers		37.7	37.7	(P) 37.6		(P) -0.6	
Automobile dealers		38.2	37.7	(P) 37.8		(P) -0.9	
Other motor vehicle dealers		33.7	34.7	(P) 34.7		(P) 0.3	
Auto parts, accessories, and tire stores		37.5	38.3	(P) 37.9		(P) -0.2	
Other Services							
Automotive repair and maintenance		35.3	35.4	(P) 35.7		(P) -0.1	

Footnotes
(P) Preliminary

(Source: Current Employment Statistics)

Employment in Selected States

Employment -- Not Seasonally Adjusted

Data series	Back data	Annual average: 2012	Jun. 2013	Jul. 2013	Aug. 2013	12-month change: Aug. 2012 - Aug. 2013
Employment (all employees, in thousands)						
Manufacturing						
Motor vehicles and parts manufacturing						
Motor vehicles manufacturing						
Alabama		10.5	11.4	11.3	(P) 11.3	(P) 0.4
California		3.0	3.3	3.3	(P) 3.3	(P) 0.1
Indiana		14.4	15.5	11.3	(P) 15.4	(P) 1.2
Kentucky		14.4	15.5	13.3	(P) 16.1	(P) 0.7
Michigan		40.1	41.8	39.3	(P) 42.6	(P) 1.9
Missouri		4.8	4.1	2.6	(P) 3.0	(P) -1.6
Ohio		19.6	20.5	16.8	(P) 17.6	(P) -2.5
Texas		8.9	9.0	9.2	(P) 9.6	(P) 1.0
Motor vehicle bodies and trailers						
Indiana		28.6	31.2	29.8	(P) 30.4	(P) 0.8
Motor vehicle parts manufacturing						
Alabama		18.2	21.5	21.7	(P) 22.0	(P) 3.4
California						
Indiana		53.6	55.4	54.8	(P) 55.3	(P) 1.1
Kentucky		29.0	30.3	30.0	(P) 30.4	(P) 0.6
Michigan		103.3	108.2	103.4	(P) 107.9	(P) 4.3
Mississippi		4.4	4.9	4.9	(P) 4.9	(P) 0.3
New York		10.7	10.7	9.8	(P) 10.6	(P) -0.3
Ohio		61.3	63.3	61.3	(P) 62.4	(P) 1.3
Wisconsin						

Footnotes
(P) Preliminary

(Source: State and Metro Area Employment, Hours, & Earnings)

About the Automotive Industry

The automotive industry includes industries associated with the production, wholesaling, retailing, and maintenance of motor vehicles. This industry is not formally defined in the North American Industry Classification System (NAICS), but the Bureau of Labor Statistics is referring to a group of detailed industries as the "automotive industry" for purposes of analysis. This list is not exhaustive, but includes industries that can be directly impacted by changes in U.S. production and sales of motor vehicles. Below are definitions of these industries. Current and historical data back to 1990 are available for these industries. Data provided are for establishments that are located in the United States; the data do not distinguish between domestic and foreign ownership. Employment data are for all employees; average hourly earnings and average weekly hours are for production and nonsupervisory workers.

Links to Definitions of Detailed Industries within Automotive Industry

Manufacturing

- Motor vehicles and parts manufacturing (NAICS 3361,2,3)
- Motor vehicles manufacturing (NAICS 3361)
- Motor vehicle bodies and trailer (NAICS 3362)
- Motor vehicle parts manufacturing (NAICS 3363)

Wholesale trade

- **Motor vehicle and parts wholesalers (NAICS 4231)**

Retail trade

- Motor vehicle and parts dealers (NAICS 441)
- Automobile dealers (NAICS 4411)
- Other motor vehicle dealers (NAICS 4412)
- Auto parts, accessories, and tire stores (NAICS 4413)

Other services

- Automotive repair and maintenance (NAICS 8111)

(http://www.bls.gov/iag/tgs/iagauto.htm)

Industry Facts

The American automotive industry provides a unique and significant contribution to the U.S. economy. From job creation to domestic production to exportation and research and development, the American Auto Industry is a leader in multiple arenas, not only here at home, but across the globe.

Jobs Creation

The Center for Automotive Research’s most recent report estimates that original equipment manufacturers, suppliers and dealers collectively support nearly 8 million jobs, pay $500 billion in annual compensation and generate $70 billion in personal tax revenue.

The auto industry hires domestically. In a recent Gallup Poll, Americans were asked what the best way would be to create more jobs in the U.S. “Keeping jobs here” scored highest, by a substantial margin.

Ford, GM and Chrysler are just three of 16 major global automakers competing in the U.S., but they employ two-thirds of America's autoworkers: This is because four out of 10 Chrysler, Ford and GM employees are based in the U.S. At Toyota, Honda, Nissan, Hyundai/Kia, BMW, Daimler and VW (the seven largest foreign automakers), only five in 100 employees are based here.

Exports
Last year, automakers and suppliers exported more than $125 billion worth of vehicles and parts. The auto industry is the largest exporting sector.

Last year alone, Chrysler, Ford and GM, together, exported about one million vehicles produced in the U.S.

Domestic Consumption & Production

- The cars bought each year in the U.S. each contain between 8,000 to 12,000 parts, using more than 3,000 pounds of iron, steel, rubber, glass and semiconductors.
- Automakers and suppliers purchase 70 percent of rubber and approximately 20 percent of the iron, zinc, aluminum and stainless steel produced in the U.S.
- While most automakers use some U.S. parts, Chrysler, Ford and GM's vehicles contain nearly twice as much domestic content, on average, as the average foreign automaker vehicle.
- One and half times more of the Chrysler, Ford and GM vehicles bought in the U.S. are assembled here. (81 out of 100 vehicles Chrysler, Ford and GM sell in the U.S. are manufactured here. Only 55 out of 100 cars sold by foreign automakers are made here.)
- More U.S. production means more U.S. plants. For example, Chrysler, the smallest of the domestic automakers, operates as many assembly plants as BMW, Mercedes, Hyundai, Kia, VW and Mazda combined.
- More U.S. production means more U.S. jobs. Four in 10 employees at Chrysler, Ford and GM are based in the U.S., while only five in 100 employees at their largest competitors are based here.

Research & Development
Eight of the world's top 25 corporate investors in R&D are automakers, and the industry ranks third overall, ahead of software, aerospace and electronics manufacturers.

In the U.S., nearly one in 10 engineers and scientists employed in the private sector work for automakers or auto suppliers. Ford and GM outspent global leaders like GE, Oracle, Google, HP, Apple and Boeing. And 80 cents of every dollar Chrysler, Ford and GM invest in R&D is spent in the United States.

Those billions in R&D, and hundreds of billions in new plants and equipment, have translated into unprecedented improvements in passenger safety, air quality, fuel efficiency and new products and features.

America's drivers and passengers enjoyed the safest roads on record last year. Vehicle fatalities were the lowest on record, 25 percent lower than they were five years ago, even though Americans collectively drove nearly 3 trillion miles last year.

Auto emissions are 99 percent cleaner than they were in the 1970s.

150+ new hybrid, all-electric and hydrogen fuel cell vehicles are currently on the road. Chrysler, Ford and GM alone are putting millions of flex fuel vehicles on the road each year.

2016 model year vehicles will offer 30 percent better fuel efficiency than last year's fleet. Fleet fuel efficiency averages will reach 35.5 MPG. Despite the fact that cars and trucks account for only 20 percent of U.S. greenhouse gas emissions, automakers are the only sector committed to reducing greenhouse gas emissions of new products by 30 percent in just five years.

(http://americanautocouncil.org/industry-facts)

Leading Companies

BMW Group USA (BMW: Xetra)

About Us

The BMW Group is one of the most successful manufacturers of automobiles and motorcycles in the world with its BMW, MINI and Rolls-Royce brands. As a global company, the BMW Group operates 24 production facilities in 13 countries and has a global sales network in more than 130 countries.

The BMW Group achieved a global sales volume of approximately 1.46 million automobiles and over 98,000 motorcycles in 2010. As of December 31, 2009, revenues totaled euro 50.68 billion and the company employed a global workforce of approximately 96,000 associates.

The success of the BMW Group has always been built on long-term thinking and responsible action. The company has therefore established ecological and social sustainability throughout the value chain, comprehensive product responsibility and a clear commitment to conserving resources as an integral part of its strategy. As a result of its efforts, the BMW Group has been ranked industry leader in the Dow Jones Sustainability Indexes for the last six years.

BMW Group activities worldwide are coordinated from the corporation's headquarters in Munich, Germany. The main office building, the "four-cylinder" tower, is a city landmark and is the nerve center for an organization.

BMW of North America, LLC has been present in the United States since 1975. Rolls-Royce Motor Cars NA, LLC began distributing vehicles in 2003. The BMW Group in the United States has grown to include marketing, sales, and financial service organizations for the BMW brand of motor vehicles, including motorcycles, the MINI brand, and the Rolls-Royce brand of Motor Cars; Designworks USA, a strategic design consultancy in California; a technology office in Silicon Valley and various other operations throughout the country. BMW Manufacturing Co., LLC in South Carolina is part of BMW Group's global manufacturing network and is the exclusive manufacturing plant for all X5 and X3 Sports Activity Vehicles and X6 Sports Activity Coupes. The BMW Group sales organization is represented in the U.S. through networks of 339 BMW passenger car and light truck centers, 142 BMW motorcycle retailers, 115 MINI passenger cars dealers, and 33 Rolls-Royce Motor Car dealers. The BMW Group's sales and distribution headquarter for North, Central and South America is located in Woodcliff Lake, New Jersey.

(http://www.bmwgroupna.com/)

Personnel changes at BMW Group Design.

Since 1 August 2013 there have been a number of personnel changes within the BMW Group Design team. Adrian van Hooydonk is in overall charge of BMW Group Design, which embraces all the Group's brands, and is thus responsible for design at BMW, BMW i, BMW Motorrad and MINI, as well as Rolls-Royce. The various design studios, Advanced Design, design research, design strategy and DesignworksUSA all fall within his remit.

BMW Design

In the BMW Design Team led by Karim Habib, Domagoj Dukec has taken over as head of Exterior Design, Oliver Heilmer as head of Interior Design and Martina Starke as head of Colour and Material Design.

Domagoj Dukec, 38, the new head of Exterior Design, was born in Frankfurt and has worked in the Exterior Design BMW Automobiles team since 2010. He was responsible for designing the Concept Active Tourer.

Oliver Heilmer, 39, replaces Marc Girard as head of Interior Design. The Munich native has been part of the Interior Design BMW Automobiles team since 2000 and was responsible for the design of the BMW 5 Series, among other assignments. Marc Girard, 43, will assume management of Automobile Design at DesignworksUSA, a 100 per cent subsidiary of the BMW Group.

Martina Starke, 42, is head of Colour and Material Design. The qualified textile designer joined the BMW Group in 2001 and her responsibilities have included Colour and Material Design for the larger series cars as well as for BMW Individual.

MINI Design

The MINI Design team led by Anders Warming welcomes Christopher Weil, 38, as its new head of Exterior Design. A Bavarian by birth, he has worked as a designer for the BMW Group since 2000, most recently for Automotive Design at BMW Group DesignworksUSA. Marcus Syring, 49, leaves his post as head of Exterior Design to join Rolls-Royce. Oliver Sieghart remains responsible for Interior Design and Annette Baumeister for Colour and Material Design.

"As head of BMW Group Design I'm very proud of the wealth of talent in my team. I am convinced that through this restructuring we have given a significant boost to design in the individual brand studios and will continue to shape the future of BMW Group Design with success," says Adrian van Hooydonk, Senior Vice President BMW Group Design. (https://www.press.bmwgroup.com/pressclub/p/us/pressDetail.html?title=personnel-changes-at-bmw-group-design&outputChannelId=9&id=T0146205EN_US&left_menu_item=node__7345)

Vehicle Development – Technology of USA

The BMW Group Technology Office in Palo Alto lies in the heart of Silicon Valley, California's high tech center. Since June 1998 around 16 employees from different technical areas have been working together towards a shared goal: incorporating the newest technologies into automobiles as rapidly as possible.

There are two ways of turning an idea into a project. Either the employees in Palo Alto support their Munich colleagues in the solution of a task created in the FIZ, or the Palo Alto specialists discover something new in their environment which could be interesting for the company.

Strategic direction

The Palo Alto team concentrates primarily on seven strategic topics:

Human-Machine Interface for handling technology more simply. An example is the controller of the trendsetting iDrive operating concept

Mechatronics, the integration of sensor technology, actuator technology, and electronics

Information, Communication, and Entertainment' in motor vehicles

Driver Assistance', through Telematics, for example

B2X' for new portals and opportunities for business communication

Materials and Production', e.g. form-memory alloys

(http://www.bmwgroupna.com/02C_Tech.htm)

Vehicle Development - Manufacturing

The BMW brand's only production facility in the United States, and its first full manufacturing facility outside Germany, is BMW Manufacturing Co., LLC. in Spartanburg, SC. Located in a 4.0 million square foot plant that employs more than 7,000 people, here is where all of the world's BMW X3 and X5 Sports Activity Vehicles and X6 Sports Activity coupes are created. Since its construction in 1992, the plant has invested almost $5 billion to meet ever-increasing demands from over 130 countries.

Financial Services

BMW Group Financial Services offers customers a variety of flexible lease and retail financing options to suit their needs for any of BMW's new, Certified Pre-Owned or pre-owned cars, SAV's or motorcycles, MINI's or Rolls-Royce Motor Cars. Through BMW Bank of North America, a subsidiary based in Salt Lake City, Utah, BMW Group Financial Services offers credit card services, and, in conjunction with Liberty Mutual Insurance Company, BMW Group Financial Services offers a comprehensive personal insurance program.

Corporate History

BMW Group Financial Services was established in 1993 to support the U.S. sales and marketing efforts of BMW of North America by offering a wide range of leasing, retail, and wholesale financing services to BMW customers. With total assets in excess of $24 billion, BMW Group Financial Services is a leader in innovation and customer service in the automotive industry. BMW Financial Services has received more awards for dealer and consumer financing than any finance organization.

Organization and Locations

BMW Group Financial Services is one of 26 worldwide subsidiaries of the Financial Services Division of BMW AG, headquartered in Munich, Germany. We serve our customers in the U.S. and Canada from our Regional Customer Service Center in Hilliard, Ohio, and our administrative offices in Woodcliff Lake, New Jersey. Our four regional offices are located in Montvale, New Jersey; Schaumburg, Illinois; Ontario, California; and Atlanta, Georgia. In addition, the BMW Bank of North America (an Industrial Bank) is located in Salt Lake City, Utah.

(http://www.bmwgroupna.com/03_Financial.htm)

BMW GROUP FINANCIAL SERVICES TAKES CUSTOMER LOYALTY

While buying or leasing a new vehicle often goes hand-in-hand with financing options that complete the deal, BMW Group Financial Services has launched a customer retention campaign extending its relationship with the customer throughout the entire ownership period. The new loyalty campaign, entitled Beyond the Drive™, captures the company's commitment to excellence and premium services, while providing a complete customer experience long after the sale is complete.

"It's all about peace of mind," said Ed Robinson, Chief Executive Officer of BMW Group Financial Services. "Our goal is to not only provide our finance customers a better experience, but to offer more products of value through a seamless campaign that captures the long lasting reputation of the BMW brand."

According to Robinson, Beyond the Drive is a 'loyalization' campaign, articulating the holistically premium experience BMW Financial Services offers at every touch point and milestone of the ownership experience. "Every product we deliver ranging from Financing Programs and Insurance Protection Products to the BMW Family of credit cards, brings not only an intrinsic value to the consumer, but affords the credibility and satisfaction of the BMW brand name." Amidst a portfolio of more than 1.1 million customers, BMW Group Financial Services offers a wide array of "branded" products, but the company has yet to embrace these clients under a single marketing umbrella. Robinson noted that this is the first time a coordinated effort has been tied to a customer program that includes an advertising element fostering loyalty in general, rather than the industry tendency towards a specific program.

Beyond the Drive was created as an integrated platform to enhance the channels of communication between BMW Financial Services, dealers and customers. The tangible and intangible value of the customer experience resonates in each campaign execution, carefully crafted to capture highlights of the world class service distinctly offered by BMW Financial Services, who has been recognized by independent third parties for our continuous commitment to excellence. Earlier this year we were awarded "Highest in Dealer Satisfaction with Retail Leasing" by J.D. Power. 2013 hallmarks ten years of acknowledged premium service. All new customer-facing touch points are tactically tied to ongoing retention initiatives and demonstrate the company's unwavering delivery of an exceptional value experience that goes Beyond the Drive.

Campaign themes illustrate the multifaceted lifecycle of a BMW Financial Services customer, pairing the excitement of experiencing new vehicles with the assurance of consistently excellent, suitably premium service at each stage. Elements of the communication plan feature signature visuals and content under our new Beyond the Drive tag line, engineered to identify and highlight BMW Financial Services across market channels. The campaign launched in summer, 2013 to customers, retailers, partners and BMW Group Financial Services associates through an array of print, digital and media-rich formats, intended to create a cohesive and striking presence.

As a means of providing ongoing and up-to-date digital messaging for consumers, a microsite has been created within the overall BMW website. Specific loyalty offers are available on the microsite at www.bmwusa.com/loyaltyoffers

About BMW Group Financial Services

BMW Group Financial Services was established in the U.S. in 1992 to support the sales and marketing of BMW products. Since then, the Group has expanded to provide service to markets in multiple countries and continues to evolve beyond its role as a captive finance unit.

BMW Group Financial Services offers a wide range of leasing, retail and commercial financing and banking products tailored to meet the needs of the BMW customer. The Group also provides financing to BMW dealers for expanding dealership capabilities and enhancing overall operations. With more than $34 billion in serviced assets and 1,000,000 automotive lending customers across the U.S., Canada and Mexico, BMW Group Financial Services finances almost three-quarters of the BMWs sold or leased in North America. BMW Group Financial Services employs more than 800 people, including consultants and temporary workers, most of whom are located in the Hilliard, Ohio, Regional Service Center, which serves the U.S., Canada and Mexico.

In 2001, the MINI Financial Services division was established to provide support for the brand's dealers and its customers by offering financing and leasing options and branded financial services products. Alphera Financial Services was established in 2006 to provide financial services to multi-brand dealers.

BMW Group Financial Services also offers credit card products through its subsidiary, the BMW Bank of North America. up2drive.com is a division of BMW Bank of North America, a wholly-owned subsidiary of BMW Financial Services NA, LLC. BMW Insurance Agency, Inc., a property and casualty producer, is also part of BMW Group Financial Services.

(https://www.press.bmwgroup.com/pressclub/p/us/pressDetail.html?title=bmw-group-financialservices-takes-customer-loyalty-%E2%80%98beyond-the-drive%E2%84%A2%E2%80%99&outputChannelId=9&id=T0149566EN_US&left_menu_item=node__4094)

Chrysler Group LLC (3318058Z:)

About Us

Chrysler Group LLC, formed in 2009 to establish a global strategic alliance with Fiat S.p.A., produces Chrysler, Jeep, Dodge, Ram, SRT, FIAT and Mopar vehicles and products. With the resources, technology and worldwide distribution network required to compete on a global scale, the alliance builds on Chrysler Group's culture of innovation, first established by Walter P. Chrysler in 1925, and Fiat's complementary technology that dates back to its founding in 1899.

Headquartered in Auburn Hills, Mich., Chrysler Group's product lineup features some of the world's most recognizable vehicles, including the Chrysler 300 and Town & Country, Jeep Grand Cherokee, Dodge Dart, Ram 1500, SRT Viper and Fiat 500. Fiat contributes world-class technology, platforms and powertrains for small- and medium-size cars, allowing Chrysler Group to offer an expanded product line including environmentally friendly vehicles.

Employment: (June 2013)
70,386

Executive Management:
Chairman and Chief Executive Officer – Sergio Marchionne

Chrysler Group is managed by a nine-member Board of Directors that provides oversight to the Company with one director appointed by the UAW Retiree Medical Benefits Trust.

Major Brands:
Chrysler, Jeep, Dodge, Ram, SRT, FIAT and Mopar

Vehicles Sold:
2012 – 2.2 million (worldwide)

Full Year Net Revenue: (2012)
$65.8 Billion

Manufacturing Facilities: (December 2012)
12 Assembly
6 Engine
3 Transmission
11 Stamping, Casting, Machining, Axle, Tool and Die

Manufacturing Training Facilities:
World Class Manufacturing Academy, Warren, Mich.

Test Facilities:
Chrysler Technology Center, Auburn Hills, Mich.
Chelsea Proving Grounds, Chelsea, Mich.
Arizona Proving Grounds, Yucca, Ariz.

Regional Business Centers and Parts Distribution Centers:
Nine U.S. Regional Business Centers are responsible for all sales, service, parts, service contracts and dealer initiatives:

California Business Center (Los Angeles)
Denver Business Center
Great Lakes Business Center (Detroit)
Mid-Atlantic Business Center (Washington, D.C.)
Midwest Business Center (Chicago)
Northeast Business Center (New York)
Southeast Business Center (Orlando, Fla.)
Southwest Business Center (Dallas)
West Business Center (Scottsdale, Ariz.)
Twenty one North American Parts Distribution Centers ship Mopar® parts and accessories to dealers and customers:

Western Region & Mexico
Chicago
Dallas
Denver
Los Angeles
Portland, Ore.
St. Louis
Toluca (Mexico)

Eastern Region & Canada
Atlanta
Boston
Red Deer (Canada)
Cleveland
Minneapolis
Montreal (Canada)
New York
Orlando, Fla.
Mississauga/Toronto (Canada)

National PDCs
Center Line, Mich.
Marysville, Mich.
Milwaukee
Warren, Mich. (two locations)

(http://www.chryslergroupllc.com/company/AboutUs/Pages/AboutUs.aspx)

Board of Directors

Chrysler Group is managed by a nine-member Board of Directors that provides oversight to the Company with one director appointed by the UAW Retiree Medical Benefits Trust. The board, led by Sergio Marchionne, Chief Executive Officer of both Chrysler Group and Fiat S.p.A., oversees the organization's performance per the 2010-2014 business plan established on November 4, 2009. The plan incorporates environmental and social performance with economic performance.

(http://www.chryslergroupllc.com/company/leadership/Pages/BoardofDirectors.aspx)

Management

Chrysler Group's day-to-day operations are managed by a highly skilled and motivated management team. As part of the reorganization of its management, experienced leaders were drawn from both Chrysler Group and Fiat and the organizational structure was flattened. To facilitate collaboration and enhance speed of decision-making, two management committees chaired by Sergio Marchionne, the Chief Executive Officer of both Chrysler Group and Fiat, meet regularly to consider significant operational matters. The Product Committee oversees capital investment, engineering and product development, while the Commercial Committee oversees matters related to sales and marketing. Both committees include managers from each of the company's brands (Chrysler, Jeep, Dodge, Ram, Mopar, SRT and Fiat), all of whom also have separate functional responsibilities across all the brands. We believe this structure further fosters cooperation, information sharing and timely decision-making.

The Brands

Chrysler, Dodge, Ram, Jeep®, FIAT, Mopar® and SRT®. Each is a legendary brand that has launched entire new category segments. These brands were built by visionaries. Men and women who kept digging, tinkering, improving, thinking “What if?”

Our brands provide us with a firm foundation for future success. Learn how Chrysler brand products are setting the pace for design and performance, and see what makes us proud to be a part of this work.

(http://www.chryslergroupllc.com/company/Pages/The-Brands.aspx)

Global Diversity

Chrysler Group embraces and recognizes the importance of diversity in all areas of our business - including our employees, our supply base, our marketing and throughout our dealer network.

As a global company, Chrysler Group diversity has brought together people with an outstanding range of skills and experiences. They may be from different cultures and backgrounds, but they all come together to help build our cars and trucks - and buy them.

Chrysler Group's Office of Talent Acquisition and Global Diversity leads the way toward achieving excellence in diversity by sponsoring and supporting diversity events, encouraging work/life effectiveness programs, and promoting a zero tolerance for discrimination and harassment of any kind. Learn more.

Recruiting and Providing Opportunities for Minorities and other Diverse Candidates

Chrysler Group actively recruits a diverse workforce. We seek out top talent at colleges and universities and we work closely with professional diversity organizations to identify high-potential diverse candidates. We also offer many opportunities to meet with our team at diversity events across the country.

We take great pride in our commitment to fostering an inclusive work environment where all employees are treated with dignity and respect. It's a commitment that starts at the top. The result? A genuinely collaborative workplace—one with extraordinary opportunities for you to bring your energy, your passion and your unique perspectives to the table.

People Power Innovation

At Chrysler Group, we believe it is our diversity of talents and perspectives that allow us to take visionary approaches and strategically apply new technologies for the benefit of our diverse customers.

Chrysler Group is driven to develop a culturally diverse dealer network that represents the customers and communities we serve. That’s why the Chrysler Minority Retail Dealer Development program was created in 1983. Since then, it has provided opportunities to people of African-American, Hispanic, Asian, Native American and Alaskan descent, with a demonstrated entrepreneurial spirit.

The program provides assistance to ethnic minority general manager candidates who have automotive retail experience but lack sufficient capital to operate and own a dealership. We recruit and place qualified ethnic minority general managers into Chrysler Marketing Investment dealerships, so they can become sole dealership owners.

About Chrysler's Leadership Commitment to Diversity and Inclusion

Chrysler historically has been a leader in promoting diversity throughout its enterprise. The Company was named one of the "100 Best Companies for Working Mothers” by Working Mother magazine 13 times, and has been recognized seven times by the Human Rights Campaign Foundation as one of the country's leading corporations supporting diversity and inclusion.

Early in 2010, CEO Sergio Marchionne assumed the role as executive sponsor of Chrysler's Global Diversity Council and reaffirmed the commitment of Chrysler's leadership team to the values and principles of diversity.

"Culture is the fabric that holds organizations together. It is not just an ingredient for success; it is the essence of success itself," Marchionne wrote. "This is why my leadership team and I are committed to creating an atmosphere where all of our people feel respected and valued, because every person plays an important role in shaping our future, including employees, our supply base, our marketing and our dealer network. Chrysler Group LLC and its people have a future with promise. We will reach the full measure of that promise only as one, united diverse team."

In March 2011, the editors of DiversityInc magazine named Chrysler Group to the magazine's 2011 list of "Top 50 Companies for Diversity." This coveted annual benchmark is comprised of companies the magazine's editors believe are diversity-management leaders. This was the fifth year since the list was established in 2001 that Chrysler has been included.

In April 2012, Chrysler Group was named among nation's "Top Supporters" of Engineering Programs of Historically Black Colleges and Universities for the third straight year, recognizing the Company's efforts in developing, recruiting and hiring talented students pursuing technical careers at the nation's minority-serving institutions.

(http://www.chryslergroupllc.com/company/Pages/GlobalDiversity.aspx)

Chrysler Group Reports Second-Quarter Net Income of $507 Million – July 2013

Modified Operating Profit for the Quarter was $808 million, from $755 Million a Year Ago Chrysler Group LLC net income for the second quarter of 2013 was $507 million, an increase of 16 percent from $436 million a year ago Net revenue for the quarter was $18.0 billion, up 7 percent from a year ago Modified Operating Profit(b) increased 7 percent to $808 million in the second quarter, from $755 million a year earlier Free Cash Flow(e) for the second quarter totaled $91 million; Cash(d) as of June 30, 2013, was $11.9 billion, comparable with March 31, 2013, and slightly lower than $12.1 billion a year ago Net Industrial Debt(f) was $656 million at June 30, 2013, up slightly from $619 million at March 31, 2013, and $432 million a year ago.

Worldwide vehicle shipments were 660,000 for the quarter, up 5 percent from 630,000 a year ago Strong worldwide vehicle sales for the second quarter of 643,000, up 10 percent from a year ago, were driven primarily by a 17 percent increase in U.S. retail sales
U.S. market share was 11.4 percent for the second quarter, compared with 11.2 percent a year ago; Chrysler Group market share was 15.1 percent in Canada, up from 14.5 percent a year ago

Full-year 2013 Modified Operating Profit and net income guidance revised
July 30, 2013 , Auburn Hills, Mich. - Chrysler Group LLC today reported its preliminary second-quarter 2013 results, including net income of $507 million, an increase of 16 percent from $436 million in the same quarter a year earlier. The second quarter marks the Company's eighth consecutive quarter of positive net income.

Net revenue was $18.0 billion for the second quarter of 2013, an increase of 7 percent from $16.8 billion for the same period last year, primarily driven by an increase in vehicle shipments, including the new Jeep Grand Cherokee and Ram pickup trucks. Net revenue totaled $33.4 billion for the first half of 2013.

"Chrysler Group is poised for a very strong performance in the second half of the year, with the new Jeep Grand Cherokee and Ram 1500 pickup earning best-in-class recognition, and the all-new Jeep Cherokee now rolling off the line," Chrysler Group LLC Chairman and CEO Sergio Marchionne said. "As we have highlighted previously, the timing of product launches and capacity increases causes this year's performance to be biased to the second half, and a continued aggressive drive for excellence and flawless execution will be essential to attain the targets we've set for ourselves."

Modified Operating Profit was $808 million, or 4.5 percent of revenue, in the second quarter, versus $755 million reported in the prior year. The 7 percent increase was primarily due to higher shipment volumes and positive pricing, partially offset by higher industrial and launch-related costs, as well as a $151 million charge related to the voluntary safety recall for the 1993-1998 Jeep Grand Cherokee and the 2002-2007 Jeep Liberty, and the customer satisfaction action for the 1999-2004 Jeep Grand Cherokee. Modified Operating Profit was $1.2 billion for the first half of the year.

(http://media.chrysler.com/newsrelease.do?id=14617&mid=430)

CHRYSLER GROUP REPORTS THIRD-QUARTER NET INCOME OF $464MILLION
MODIFIED OPERATING PROFIT FOR THE QUARTERWAS $862MILLION, FROM$706MILLION A YEAR AGO

- Chrysler Group LLC net income for the third quarter of 2013 was $464 million, an increase of 22 percent from $381 million a year ago
- Net revenue for the third quarter was $17.6 billion, up 13.5 percent from a year ago
- Modified Operating Profit(b) increased 22 percent to $862 million in the third quarter, from $706 million a year earlier
- Free Cash Flow(e) for the third quarter was negative $343 million; Cash(d) as of Sept. 30, 2013, was $11.5 billion, down from $11.9 billion at both June 30, 2013, and Sept. 30, 2012
- Net Industrial Debt(f) was $888 million at Sept. 30, 2013, up from $656 million at June 30, 2013, and $693 million a year ago
- Worldwide vehicle shipments were 593,000 for the quarter, up 6 percent from 559,000 a year ago
- Worldwide vehicle sales for the third quarter were 603,000, up 8 percent from a year ago, driven primarily by a 16 percent increase in U.S. retail sales
- U.S. market share was 11.2 percent for the third quarter, compared with 11.3 percent a year ago; Chrysler
- Group market share was 14.3 percent in Canada, the same as a year ago
- Full-year 2013 guidance is confirmed

Chrysler Group LLC today reported its preliminary third-quarter 2013 results, including net income of $464 million, an increase of 22 percent from $381 million in the same quarter a year earlier. The third quarter marks the Company's ninth consecutive quarter of positive net income. Net income for the first nine months of 2013 totaled more than $1.1 billion.

Net revenue was $17.6 billion for the third quarter of 2013, up 13.5 percent from $15.5 billion for the same period last year, primarily driven by an increase in vehicle shipments, including the Jeep Grand Cherokee and Ram pickup trucks. Net revenue totaled $50.9 billion for the first nine months of 2013.

"Chrysler Group's ninth consecutive quarter of positive net income highlights our commitment to producing award-winning vehicles for consumers, such as the Jeep Grand Cherokee and the Ram 1500," Chrysler Group LLC Chairman and CEO SergioMarchionne said. "We also are pleased to introduce the already award-winning Jeep Cherokee to the lineup, as it launches into the largest SUV segment in the United States."

Modified Operating Profit was $862 million, or 4.9 percent of net revenue, in the third quarter, versus $706 million reported in the prior year. The 22 percent increase was primarily due to higher shipment volumes and positive pricing, partially offset by higher industrial and launch-related costs and vehicle content enhancements. Modified Operating Profit was $2.1 billion for the first nine months of 2013.

CHRYSLER GROUP LLC ($Mils)	Q3 2013	Q3 2012	Q3 2013 B/(W) Q3 2012	Q3 YTD 2013	Q3 YTD 2012	YTD 2013 B/(W) YTD 2012
Net Revenue	17,564	15,478	2,086	50,943	48,632	2,311
Modified Operating Profit	862	706	156	2,105	2,201	(96)
Modified EBITDA	1,573	1,305	268	4,106	4,113	(7)
Net Income	464	381	83	1,137	1,290	(153)
Add: Loss on Extinguishment of Debt	-	-	-	23	-	23
Adjusted Net Income [a]	464	381	83	1,160	1,290	(130)
Cash	11,491	11,947	(456)			

Note – Refer to the Non-U.S. GAAP Financial Measures and Other Items section of this release for information regarding non-GAAP financial measures

Modified EBITDA(c) was $1.6 billion in the third quarter, or 9.0 percent of net revenue, compared with $1.3 billion in the prior year, or 8.4 percent of net revenue. Modified EBITDA was $4.1 billion for the first nine months of 2013. Cash as of Sept. 30, 2013, was $11.5 billion, down from $11.9 billion as of both June 30, 2013, and Sept. 30, 2012. Total available liquidity as of Sept. 30, 2013, was $12.8 billion, including $1.3 billion available under a revolving credit facility. Free Cash Flow was negative $343 million for the third quarter of 2013, which included the July $600 million scheduled annual VEBA Trust Note payment of interest, and was also affected by the shipment hold of the new Jeep Cherokee at quarter's end. Third-quarter 2012 Free Cash Flow was negative $65 million, which included a lower scheduled VEBA Trust Note interest payment of $400 million. For the first nine months of 2013, Free Cash Flow was $197 million.

Financial liabilities at Sept. 30, 2013, totaled $12.4 billion, down from $12.5 billion as of June 30, 2013, and $12.6 billion as of Sept. 30, 2012. Net Industrial Debt was $888 million at the end of the quarter, versus $656 million at June 30, 2013, and $693 million at Sept. 30, 2012. Interest expense for the third quarter was $256 million, compared with $273 million a year ago.

Worldwide vehicle shipments for the quarter were 593,000, including 19,000 contract manufactured vehicles, an increase of 6 percent from the third quarter of 2012 when the Company shipped 559,000 vehicles, including 8,000 contract manufactured vehicles. The Jeep Cherokee, our all-new mid-size SUV, began shipping to dealers in late October 2013. Worldwide vehicle shipments for the first nine months of 2013 totaled more than 1.8 million vehicles.

Worldwide vehicle sales were 603,000 for the third quarter, up 8 percent from 556,000 vehicles sold in the third quarter of 2012, driven largely by a 16 percent increase in the Company's U.S. retail sales. Chrysler Group's September 2013 U.S. sales reflected the Company's 42nd consecutive month of sales gains. The result demonstrates the positive sales momentum of Chrysler Group's product portfolio, including the Jeep Grand Cherokee and the Ram 1500 pickup.

Chrysler Group's U.S. market share was 11.2 percent for the third quarter, compared with 11.3 percent a year ago; market share in Canada was 14.3 percent, the same as the prior year.

U.S. dealers' days' supply of inventory at the end of September 2013 was 62 days, lower than the 68 days at the end of June 2013, and 65 days at the end of September 2012.

International vehicle sales (outside North America) for the quarter increased 20 percent from the third quarter of 2012, to 82,000, including 15,000 vehicles manufactured by Chrysler Group and sold by Fiat S.p.A.

Full-Year 2013 Guidance

The targets for full-year 2013 are confirmed as follows:

- Worldwide vehicle shipments of ~2.6 million

- Net revenue of \$72-\$75 billion
- Modified Operating Profit of \$3.3-\$3.8 billion
- Net income of \$1.7-\$2.2 billion
- Free Cash Flow of ≥\$1 billion

Significant Corporate Events in the Third Quarter of 2013 and Subsequent

Oct. 10: Chrysler Group confirmed investments totaling \$1.2 billion in two Saltillo (Mexico) facilities and the creation of 1,570 jobs. Of the total investment, \$1.1 billion was invested in the construction of the new Van Assembly Plant to produce the Ram Pro Master commercial vehicle. The additional \$164 million will add a new production line to assemble Tiger shark engines at the Saltillo North Engine Plant.

Sept. 23: Chrysler Group LLC filed a registration statement on Form S-1 with the U.S. Securities and Exchange Commission (“SEC”) relating to a proposed initial public offering of common stock. The common stock to be sold in the offering are proposed to be sold by the UAW Retiree Medical Benefits Trust (the "VEBA Trust"), which has exercised demand registration rights under a shareholders' agreement to which Chrysler Group LLC is a party. The VEBA Trust will receive all of the net proceeds from the proposed offering. The number of shares to be offered and the price range for the offering have not yet been determined. A registration statement relating to these securities has been filed with the SEC, but has not yet become effective. These securities may not be sold nor may offers to buy be accepted prior to the time the registration statement becomes effective. Copies of the registration statement can be accessed through the SEC’s website at www.sec.gov. A copy of the preliminary prospectus, when available, may be obtained by contacting J.P. Morgan Securities LLC, c/o Broadridge Financial Solutions, 1155 Long Island Avenue, Edgewood, New York 11717, or by calling (866) 803-9204. This press release shall not constitute an offer to sell or the solicitation of an offer to buy, nor shall there be any sale of these securities in any jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of any such jurisdiction.

Aug. 7: Chrysler Group announced plans to invest \$52 million in its engine plants in Trenton and Dundee, Mich., to increase capacity of the Tiger shark engine.

Product News

- The Texas Auto Writers Association (TAWA) named the all-new 2014 Jeep Cherokee “Compact SUV of Texas”
- TAWA named the 2014 Jeep Grand Cherokee “SUV of Texas,” the 2013 Jeep Grand Cherokee Summit “Luxury Mid-Size SUV of Texas,” and awarded its 3.0-liter Eco Diesel Engine “Best Power train”; TAWA also named the 2014 Jeep Wrangler “Off-Road Utility Vehicle of Texas”
- TAWA awarded the 2014 Dodge Durango “Full-Size SUV of Texas”
- TAWA named the Ram Truck Brand “Truck Line of Texas”; the 2014 Ram 1500 “Truck of Texas,” “Full-Size Pickup Truck of Texas” and “Luxury Pickup Truck of Texas”; and the 2014 Ram 2500 “Heavy Duty Truck of Texas”; TAWA also named the 2014 Ram 2500’s five-link coil rear suspension “Best Technology”; TAWA named the 2014 Ram ProMaster “Commercial Vehicle of Texas”
- AutoPacific named the 2013 Chrysler Town & Country the “Most Ideal Minivan” and the Ram Truck Brand the
- “Most Ideal Popular Brand” in its 2013 Ideal Vehicle Awards
- The 2014 Jeep Grand Cherokee won the Cars.com/USA Today “Midsize SUV Challenge”
- The 2013 Dodge Dart was named a “Top Safety Pick+” by the Insurance Institute for Highway Safety
- J.D. Power & Associates named the Ram Truck Brand its highest ranking non-premium brand and the
- 2013 Fiat 500 the highest ranked city car in its APEAL Study
- The Northwest Automotive Press Association named the 2013 Fiat 500e the “Top Electric Vehicle” in its Drive
- Revolution Green-Car Competition
- The editors of Kelley Blue Book’s KBB.com named the 2013 Fiat 500L to its list of “10 Best Back-to-School Cars” for the 2013-14 school year.

Additional Information

The Company will present its preliminary third-quarter 2013 financial results during an analyst webcast and conference call at 9:30 a.m. Eastern Daylight Time on Oct. 30, 2013, at www.chryslergroupllc.com. A recording of the call will be posted on the same Chrysler Group website about 90 minutes after the conclusion of the call.

The Company intends to publish financial statements for the quarter ended Sept. 30, 2013, prepared in accordance with U.S. GAAP, in November 2013, when it plans to file its Quarterly Report on Form 10-Q with the SEC.

In accordance with IFRS, Fiat S.p.A. was required to consolidate Chrysler Group's IFRS financial results in its consolidated financial statements effective May 24, 2011. Certain preliminary Chrysler Group financial results prepared in accordance with IFRS will be included in the Fiat S.p.A. earnings release, which will be available on the Investor Relations tab of the Fiat S.p.A. website on or after Oct. 30, 2013,

http://www.fiatspa.com/en-US/investor_relations/investors/Pages/investors.aspx

Non-U.S. GAAP Financial Measures and Other Items

Adjusted Net Income (Loss) is defined as net income (loss) excluding the impact of infrequent charges, which includes losses on extinguishment of debt. The reconciliation of net income to

Adjusted Net

Income, Modified Operating Profit (defined below) and Modified EBITDA (defined below) for the three and nine months ended Sept. 30, 2013, and 2012, is detailed in Table 1 of the attachment to the press release.

Modified Operating Profit (Loss) is computed starting with net income (loss), and then adjusting the amount to (i) add back income tax expense and exclude income tax benefits, (ii) add back net interest expense (excluding interest expense related to financing activities associated with a vehicle lease portfolio the Company refers to as Gold Key Lease), (iii) add back (exclude) all pension, other postretirement benefit (OPEB) and other employee benefit costs (gains) other than service costs, (iv) add back restructuring expense and exclude restructuring income, (v) add back other financial expense, (vi) add back losses and exclude gains due to cumulative change in accounting principles and (vii) add back certain other costs, charges and expenses, which include charges factored into the calculation of Adjusted Net Income (Loss).

The reconciliation of net income to Adjusted Net Income, Modified Operating Profit and Modified EBITDA (defined below) for the three and nine months ended Sept. 30, 2013, and 2012, is detailed in Table 1 of the attachment to the press release.

Modified EBITDA is computed starting with net income (loss) adjusted to Modified Operating Profit (Loss) as described above, and then adding back depreciation and amortization expense (excluding depreciation and amortization expense for vehicles held for lease). The reconciliation of net income to Adjusted Net Income, Modified Operating Profit and Modified EBITDA for the three and nine months ended Sept. 30, 2013, and 2012, is detailed in Table 1 of the attachment to the press release.

Cash is defined as cash and cash equivalents. Free Cash Flow is defined as cash flows from operating and investing activities, excluding any debt related investing activities, adjusted for financing activities related to Gold Key Lease. A reconciliation of net cash provided by (used in) operating and investing activities to Free Cash Flow for the three and nine months ended Sept. 30, 2013, and 2012, is detailed in Table 2 of the attachment to the press release. Net Industrial Debt is defined as financial liabilities less Cash. A reconciliation of financial liabilities to Net Industrial Debt at Sept. 30, 2013, June 30, 2013, and Sept. 30, 2012, is detailed in Table 3 of the attachment to the press release.

Forward-Looking Statements

This document contains forward-looking statements that reflect management's current views with respect to future events. The words "anticipate," "assume," "believe," "estimate," "expect," "intend," "may," "plan," "project," "should" and similar expressions identify forward-looking statements. Such statements are subject to risks and uncertainties, including, but not limited to: the effective implementation of the Chrysler Group LLC 2010 – 2014 Business Plan outlined on November 4, 2009 and subsequent updates, including successful vehicle launches; industry SAAR levels; continued economic weakness, especially in North America, including continued high unemployment levels and limited availability of affordably priced financing for our dealers and consumers; introduction of competing products and competitive pressures which may limit our ability to reduce sales incentives; supply disruptions resulting from natural disasters and other events impacting our supply chain; and the continuation of, and our ability to realize benefits from, our industrial alliance with Fiat. In addition, any projections or targets on future performance are based on the assumption that the Company maintains its status as a partnership for U.S. federal and state income tax purposes and do not consider the impact of a potential conversion into a corporation. If any of these or other risks and uncertainties occur, or if the assumptions underlying any of these statements prove incorrect, then actual results may be materially different from those expressed or implied by such statements. We do not intend or assume any obligation to update any forwardlooking statement, which speaks only as of the date on which it is made. Further details of potential risks that may affect Chrysler Group are described in Chrysler Group LLC's periodic reports filed with the SEC.

About Chrysler Group LLC

Chrysler Group LLC, formed in 2009 to establish a global strategic alliance with Fiat S.p.A., produces Chrysler, Jeep, Dodge, Ram, SRT, FIAT and Mopar vehicles and products. With the resources, technology and worldwide distribution network required to compete on a global scale, the alliance builds on Chrysler Group's culture of innovation, first established byWalter P. Chrysler in 1925, and Fiat's complementary technology that dates back to its founding in 1899.

Headquartered in Auburn Hills,Mich., Chrysler Group's product lineup features some of the world's most recognizable vehicles, including the Chrysler 300 and Town & Country, Jeep Grand Cherokee, Dodge Dart, Ram 1500, SRT Viper and Fiat 500. Fiat contributes world-class technology, platforms and powertrains for smalland medium-size cars, allowing Chrysler Group to offer an expanded product line including environmentally friendly vehicles.

(http://www.chryslergroupllc.com/Investor/PressReleases/financial/ChryslerDocuments/Q3_2013_PressRelease.pdf)

Ford Motor Co (NYSE: F)

Our Brand – Ford Vehicles

Ford Motor Co focuses on developing vehicles that deliver exceptional value to our customers across global markets. No matter where we do business, however, our product strategy stays the same. All our vehicles sport bold exterior designs, while offering great handling and performance. Not only are they great to drive – with interior enhancements in comfort and connectivity – but fuel economy across every vehicle in our portfolio is a reason to buy.

From distinctively-styled midsize sedans, offering an unmatched combination of power, technology and safety on the road, to versatile utility vehicles and tough, durable trucks, Ford's product development team delivers the balanced range of world-class vehicles that our customers want and value. For more information about our products

Cars

From Fiesta, Focus, and the all-new Fusion, overall our sedans deliver style, strength and safety with driving dynamics that casual drivers turn into enthusiasts.

For North America, Ford has upgraded the full-size 2013 Taurus, adding increased power and fuel efficiency. The 2013 Ford Shelby GT500 Also you debuted as the most powerful production V8 in the world. With the freshest car portfolio in the auto industry and ever-Improving fuel economy, we are well-positioned at Ford in a shifting marketplace back to cars.

Trucks

Sparking the F-150's continued success is the powerful and fuel-efficient 3.5-liter EcoBoost engine, which now accounts for more than 40 percent of F-150 retail sales, exceeding 100,000 sales in less than one year on the market. Ford F-Series continues its legacy of leadership in the United States as the best-selling truck for 35 consecutive years, and the best-selling vehicle for 30 years the all-new global Ford Ranger has come to market, combining the toughness and capability of a pickup with smart technology, excellent fuel economy and high standards of safety, quality and comfort. Ranger will be manufactured on three continents and sold in 180 markets, making it one of the farthest-reaching Ford vehicles in the world. Also new in the world of Ford trucks is the North American Transit van, which in 2013 will replace the celebrated Econoline wagon and van in North America. The Transit's forerunner is currently available in Europe. The Transit will soon be available in North America, as well, with the same 3.5-liter EcoBoost engine as the F-150 and fuel economy 25 percent better than that of comparable Econoline vans.

Utility Vehicles

The new EcoSport is already expanding Ford's global presence in growth markets such as Brazil and the Asia Pacific region. The all-new Escape/Kuga arrived globally in 2012. This brand new model of America's best-selling SUV features 11 new exclusive features, with fuel economy projected to top any vehicle of its kind on today's market. The reinvented Explorer entered the 2012 model year with an expanded color palette and all-new Ford EcoBoost four-cylinder engine, delivering class-leading fuel economy and responsive performance. The Edge and Flex were refreshed, as well.

Ford Motor Company U.S. Sales Up 6 Percent, Outpacing
Industry for Best September since 2006 - 1/10/2013

• Ford Motor Company posts best September sales since 2006
• Fusion up 62 percent and Fiesta up 29 percent, setting record September sales
• F-Series posts fifth-straight month above 60,000 sales
• All-new Lincoln MKZ posts best-ever September sales – up 12 percent

(https://media.ford.com/content/dam/fordmedia/North%20America/US/2013/10/01/September13sales.pdf)

RELEASE EMBARGOED TO 14:00 CET ON 15 OCTOBER, 2013

Ford of Europe Sales Increase in September; Retail and Commercial Vehicle Market Share Growth Continues

- Ford's total vehicle sales in its traditional 19 European markets grew by 4.6 per cent in September to 115,000 units; fourth consecutive month of sales growth
- Retail market share rose 1.0 percentage point to 9.5 per cent, and by 1.2 percentage points to 8.4 per cent year to date; September marked eighth consecutive month of retail market share gain*
- Commercial vehicle share up 0.1 percentage points to 10.8 percent, and up 0.6 percentage points to 9.5 per cent year-to-date, the highest levels for both periods since 2007
- New vehicle introductions before the end of 2013 still include Transit Connect and Tourneo Connect; new vehicle momentum continues into 2014

Strong demand across its vehicle line-up drove Ford of Europe's sales volume up 4.6 percent in September, marking the fourth consecutive month of volume sales growth for Ford in its traditional 19 European markets.

Ford sold 115,300 vehicles in total in September, and 824,700 in the first nine month of the year in its traditional markets. Total market share through September was 8.0 percent, equal to the same period in 2012.

Industry sales in Ford's 19 traditional markets grew 5.5 percent in September, but are still down 4.3 percent year-to-date. Ford remains the No. 2 best-selling vehicle brand for both September and year-to-date in the region.

"We are pleased about our continuing improvement in the private customer retail business. For eight consecutive months, our retail market share has grown. This is very important because it tells you about the true strength of your products in the market," said Roelant de Waard, vice president, Marketing, Sales and Service, Ford of Europe.

Ford's passenger car retail market share in September in its five largest Western European markets -- U.K., Germany, France, Italy and Spain -- was 9.5 percent in September, up 1.0 percentage point.

September marked the eighth straight month of retail share increase for Ford. Year-to-date, the company's retail share was 8.4 percent, an increase of 1.2 percentage points compared to the same period last year. Ford's retail share for both periods are the highest since Ford started tracking retail share in 2010.

Compared to September 2012, Ford sales to retail and fleet customers increased eight percentage points to 77 percent of total sales, four percentage points better than industry average. At the same time, Ford reduced sales to rental companies and dealer self-registrations to 23 percent from 31 percent a year ago. Ford's commercial vehicle sales were up 3.1 percent in September and 3.3 percent year-to date. This drove Ford's commercial vehicle shares to 10.8 percent in September, up 0.1 percentage points, and to 9.5 percent year-to-date, up 0.6 percentage points, Ford's best shares for both periods since 2007. Ford's commercial vehicle share increased in each month this year (year-over-year), except in May when it was flat.

Market highlights

In the UK, Ford's largest European market by sales, Ford extended its market lead. Ford sales volume rose by 6.3 percent to 61,700 in September and by 9.7 percent to 303,600 year-to-date. Ford's year-to-date retail share was up 1.0 percentage points at 13.3 percent. Fiesta topped the industry sales charts for both September and year-to-date. September is a traditionally strong month for the industry due to the license plate change.

In Germany, Ford's second largest sales market, Ford sold 18,500 vehicles in September, up 2.3 percent, in an industry that was down 0.8 percent. Ford's total vehicle market share grew 0.2 of a percentage point to 6.8 percent for the month, while Ford's retail share grew by 2.8 percentage points to 7.3 percent. Ford's commercial vehicle share in Germany increased by 1.7 percentage points to 9.5 percent.

In Russia, Turkey and Italy, Ford sold 77,500, 75,700 and 71,600 vehicles year-to-date, making them the third, fourth and fifth largest markets for Ford so far this year.

Sales in the countries where Ford of Europe operates through importers - most of which in the Eastern European and North African region (European Direct Markets**) - were up 10 percent in September.

General Motors Co. (NYSE: GM)

GM Delivers 187,195 Vehicles in September – 01/10/2013

General Motors Co. dealers delivered 187,195 vehicles in the United States in September, down 11 percent compared year over year. Retail sales were down 6 percent versus a year ago and fleet sales were down 27 percent. Retail sales were up 2 percent on a selling day-adjusted basis.

"We held our own when it comes to retail market share this month thanks to strong new products, including the Chevrolet Impala, Buick Encore, GMC Sierra and the Cadillac ATS and XTS," said Kurt McNeil, vice president, U.S. sales operations. "We expect a strong finish to the year and more growth in 2014 thanks to new products and a healthier economy."

Highlights (vs. 2012)

Buick sales increased 6 percent and Cadillac sales were up 10 percent. On a retail basis, Buick sales have now increased for 17 months in a row.

Chevrolet Malibu sales were up 29 percent, sales of the Spark were up 6 percent and retail sales of the Impala increased 64 percent. Chevrolet Tahoe sales were up 14 percent.

Third quarter retail sales for GM were up 13 percent and total sales were up 7 percent.

Through the first nine months of the year, Chevrolet, Buick, Cadillac and GMC have posted double-digit retail sales increases compared with 2012.

Year-to-date sales of Buick and Cadillac cars are up a combined 15 percent; large pickups are up 20 percent; large SUVs are up 15 percent; and compact crossovers are up 13 percent.

GM's fleet sales in September reflect the strategic repositioning of the Impala, the temporary discontinuation of the Chevrolet Colorado and GMC Canyon, and lower Chevrolet Cruze sales.

Sales Tables

September	**Total Sales**	**YOY Change**	**Retail Sales**	**YOY Change**
Chevrolet	127,785	(14.7)%	94,563	(8.8)%
GMC	29,959	(9.7)%	27,725	(4.5)%
Buick	15,623	6.5%	13,875	2.0%
Cadillac	13,828	9.9%	12,899	7.6%
Total GM	187,195	(11.0)%	149,062	(5.8)%
CYTD	**Total Sales**	**YOY Change**	**Retail Sales**	**YOY Change**
Chevrolet	1,493,329	5.1%	1,050,973	9.5%
GMC	333,213	8.7%	289,940	12.9%
Buick	157,503	14.7%	139,740	14.1%
Cadillac	133,414	28.9%	122,666	25.4%
Total GM	2,117,459	7.6%	1,603,319	11.6%
Fleet Segment	**Month**	**YOY Change**	**CYTD**	**CYTD Change**
Fleet Share of Total GM Sales	20.4%	(4.3) points	24.3%	(2.7) points
Inventory	**Units at Month-end**	**Days Supply (selling day adjusted)**	**Units at Previous Month-end**	**Days Supply (selling day adjusted)**
All Vehicles	670,191	82	628,644	64

Industry Sales	**Month (est.)**	**CYTD (est.)**
Light Vehicle SAAR	15.3 million range	15.5 million range

Forward-Looking Statements

In this press release and in related comments by our management, our use of the words expect, anticipate, possible, potential, target, believe, commit, intend, continue, may, would, could, should, project, projected, positioned or similar expressions is intended to identify forward-looking statements that represent our current judgment about possible future events. We believe these judgments are reasonable, but these statements are not guarantees of any events or financial results, and our actual results may differ materially due to a variety of important factors. Among other items, such factors might include: our ability to realize production efficiencies and to achieve reductions in costs as a result of our restructuring initiatives and labor modifications; our ability to maintain quality control over our vehicles and avoid material vehicle recalls; our ability to maintain adequate financing sources, including as required to fund our planned significant investment in new technology; our ability to successfully integrate Ally Financials international operations; the ability of our suppliers to timely deliver parts, components and systems; our ability to realize successful vehicle applications of new technology; overall strength and stability of our markets, particularly Europe; and our ability to continue to attract new customers, particularly for our new products. GM's most recent annual report on Form 10-K provides information about these and other factors, which we may revise or supplement in future reports to the SEC.

About General Motors Co

General Motors Co. (NYSE:GM, TSX: GMM) and its partners produce vehicles in 30 countries, and the company has leadership positions in the world's largest and fastest-growing automotive markets. GM, its subsidiaries and joint venture entities sell vehicles under the Chevrolet, Cadillac, Baojun, Buick, GMC, Holden, Isuzu, Jiefang, Opel, Vauxhall and Wuling brands. More information on the company and its subsidiaries, including On Star, a global leader in vehicle safety, security and information services, can be found at http://www.gm.com.

(http://media.gm.com/content/media/us/en/gm/news.detail.html/content/Pages/news/us/en/2013/Oct/gmsales.html)

Jaguar Land Rover USA

LAND ROVER EXPEDITION AMERICA – July 2013

Land Rover is pleased to announce Land Rover Expedition America – Tackling the Trans-America Trail, an off-road driving adventure across America starting today in Asheville, N.C. Embarking on this adventure with off-road icon and certified Land Rover Driving Instructor Tom Collins leading the team, three 2013 Land Rover LR4 vehicles will be demonstrating relentless capability in what promises to be a true adventure as no part of this drive has been pre-scouted for this journey. Covering over 5,000 miles in the span of one month, through ten states in various climates and terrain, this crew will travel in the footsteps of American pioneers and linking cultures found along the Trans-America Trail.

Departing from the Land Rover Experience Driving School at the Biltmore Estate today, the route is derived from the Trans-America Trail, the off-road motorcycle trail created by Sam Correro. The team will traverse a mountain route in Colorado, two mountain ranges in Utah, with the most challenging areas in Nevada, and one mountain range in Oregon. The route is composed of mostly dirt and gravel with some short connections that require paved roads. This is most prevalent on the East Coast and there are also some sections in Colorado where pavement will be encountered.

The team will face the wild and uninhabited areas of the rugged frontier while simultaneously exploring rural and urban lifestyle stories - all of which will be documented for enthusiasts alike. As they encounter the limitless boundaries of natural elements, updates will be captured and shared virally to include videos, photography, blog updates, and other social media channels. Those with an appreciation for off-road adventure, breathtaking scenery, historical landmarks, or dynamic machinery taking on the elements, will surely not want to miss this.

Leading this expedition is Tom Collins, a long time off-road enthusiast and trusted Land Rover guide with his contribution to Land Rover's many automotive programs. Most notably, Collins participated as a member of the 1987 U.S. Camel Trophy team and continued on into the 1990s as U.S. team manager of the famed international competition.

In 1989, Collins' heavy involvement in new vehicle launches, press events and leading excursions, brought him to propose the Great Divide Expedition along Colorado's portion of the Continental Divide. Collins put the Tread Lightly Program and Land Rover North America on the map. Tom also tackled the build and creation of the first driving schools as well as adventure programs in North America. With his extensive knowledge and admiration for cross-country travel and off-road expertise, this is sure to be a defining moment for the Land Rover LR4.

The Land Rover LR4 is a luxurious all-purpose, high-capability all-terrain SUV, available with three-row seating for seven adults. Distinguishing the Land Rover LR4 from competitive luxury SUVs is a blend of on-road comfort and off-road capability, bolstered by a permanent four-wheel drive system with a lockable center differential, an available locking rear differential, a two-speed transfer case with a low-range, height adjustable air suspension, and an array of traction-aiding technologies*. The LR4 uses integrated body-frame construction, featuring a steel unibody mounted on a rigid boxed steel full frame.

The 2013 LR4 is powered by a 5-liter V8 engine that develops 375 hp and 375 lb.-ft. torque. Engineered for a balance of performance and efficiency, the all-aluminum alloy V8 delivers responsive power throughout the rev range, making it ideal for on-road and off-road performance and towing. The Land Rover LR4 provides significant legroom and cargo space, an essential feature for this type of off-road adventure driving. The LR4 is equipped with 37.6-inches of legroom in the second row seats and with the third row seats folded, offers a generous 42.1 cu. ft. of carrying space. This space more than doubles to 90.3 cu. ft. with the middle row folded forward.

Land Rover Expedition America will be authentic, not made for TV, but well documented with short features, a mini-documentary film to cover the entire journey, as well as the social journey involving social media interaction, photos, videos and blog updates as they make their way from East to West.

(http://www.landrover.com/us/en/lr/about-land-rover/land-rover-news/lr-expedition-america/)

Upgrade Fuel Efficiency

Land Rover has been making strides to blur the line between the most fuel-efficient SUVs and the most capable, high-performance SUVs. Recent technological advancements enable Land Rover to not only retain, but also exceed its own standards for on- and off-road capability with a lineup of more fuel-efficient SUV's than ever before.

Upon its introduction, the Range Rover Evoque became the most fuel-efficient Land Rover vehicle ever produced, with up to 28 MPG* during highway driving. The turbocharged 2.0 liter engine also delivers the power of a 6-cylinder in a more efficient 4-cylinder package. A fuel-efficient crossover should not only save fuel, but also perform in a variety of challenging situations. The Range Rover Evoque impresses both off the beaten path and at the pump as one of the most fuel-efficient SUVs Land Rover has ever produced.

Until the Range Rover Evoque burst onto the scene, the Land Rover LR2 was the most fuel-efficient SUV in the lineup. For the 2013 model year, the LR2 received a new 2.0L 4-cylinder turbocharged engine that boosts horsepower and torque, as well as fuel economy over the previous inline 6-cylinder power plant. In addition to a 12-percent reduction in CO2 emissions, this more fuel-efficient SUV gets up to 22 MPG* during highway driving. The Range Rover and Range Rover Sport are now both constructed from lighter weight all-aluminum designs. Respective 725-lb. and 770-lb. body weight reductions and a choice of smaller, more fuel-efficient engines help improve both emissions and fuel consumption. Advancements like the Eco Stop/Start (standard on both V6 and V8 models for 2014) turns off the engine when the vehicle is stationary, which further improves fuel efficiency. New 8-speed ZF Automatic transmissions also cut fuel consumption by allowing the engines to operate within their most efficient rev ranges, helping make each the most fuel-efficient SUV to date in their model lines.

Engineering a fuel-efficient SUV depends on exterior design as well as more economically oriented drivetrains. The most-fuel efficient SUVs demand less from their engines because of reduced drag coefficients. The latest Range Rover and Range Rover Sport both benefit from smoother, sleeker styling that drops their drag coefficients well below those of previous models. Improved airflow continues inside the vehicles as well, where more efficient heating and ventilation systems reduce the drain on the engine, again helping make each vehicle a more fuel-efficient SUV than in any previous model year.

(http://www.landrover.com/us/en/lr/about-land-rover/fuel-efficient-suv/)

OVER 60 YEARS ON AND STILL GOING STRONG

The first Land Rover made its debut in 1948. It was designed with brilliant simplicity for extraordinary ability and unrivalled strength and durability. In fact, six decades on it is estimated that two-thirds of all these incredible vehicles are still at work – many of them in some of the most extreme conditions and inhospitable places on earth. The original 1948 Land Rover was ingeniously designed and engineered for extreme capability and strength. With extremely robust construction and characteristics such as short front and rear overhangs, it drove off the production line ready to take on some of the world's toughest terrain. Today these qualities are as significant a part of what makes a Land Rover vehicle unique as they were 60 years ago.

The Land Rover was the product of continuous evolution and refinement throughout the 1950s and 1960s with improved stability and a tighter turning circle. It was a period in which Land Rover took the lead in the emerging market for four-wheel drive vehicles. As a tough, reliable mobility platform, countless organizations came to depend on Land Rover vehicles to get personnel and equipment into the most challenging situations…and then safely out again. From organizations such as Born Free Foundation to The Royal Geographical Society and Biosphere Expeditions - we enter the second decade of the 21st century with them still relying on Land Rover. In keeping with the forward-thinking philosophy that founded Land Rover, a radical, entirely new product was introduced in 1970 and created its very own vehicle category. This overnight sensation was the original Range Rover. It had all the capability of a Land Rover with the comfort and performance of an on-road car.

This culture of innovation has developed ever since with both Land Rover and Range Rover vehicles: new models, more refinement, more innovative technology, more efficiency and fewer emissions. And it continues with initiatives such as e Terrain Technologies, Sustainable Manufacturing and CO2 Offsetting. Land Rover will remain at the forefront of advanced design – the new small Range Rover is a testament to the vision that takes the company forward and keeps it at the cutting edge of technology and engineering.

(http://www.landrover.com/us/en/lr/about-land-rover/heritage/heritage/)

Mercedez-Benz USA (MBUSA)

About Us

Part of Daimler AG, Mercedes-Benz USA (MBUSA) is responsible for the distribution and marketing of Mercedes-Benz, Maybach, smart, and Sprinter products in the United States. In 2012, the company sold 305,072 passenger vehicles in the US, representing 15.4% year-over-year growth, in addition to 20,929 Sprinters. Although MBUSA was founded in 1965, importation of Mercedes-Benz vehicles actually began in 1952 under Max Hoffman. Mr. Hoffman was a driving force behind the car that cemented the identity of Mercedes-Benz in America: the iconic 300SL Gullwing. By 1957, Mercedes-Benz was in a position to expand its reach in the United States and entered into a distribution agreement with Studebaker-Packard Corporation. Eight years later, the company struck out on its own, forming Mercedes-Benz USA. Over the following years, MBUSA grew into a nationwide organization, now employing over 1500 people. The company also has 356 associated dealerships that employ 21,500 people themselves.

(http://www.mbusa.com/mercedes/about_us/companyinfo)

MERCEDES-BENZ DELIVERS BANNER Q3 FINISH WITH SEPTEMBER SALES OF 24,697 – 1/10/2013

MBUSA posts ninth month of record sales for 2013 at 236,933

Mercedes-Benz USA (MBUSA) today reported the highest September sales in its history with 27,474 units sold across the Mercedes-Benz, Sprinter and smart model lines—an increase of 5.8% from the 25,980 vehicles sold in September 2012. Retail volumes for the Mercedes-Benz brand rose 6.7% over the same period last year to 24,697, while year-to-date sales hit a benchmark 215,056 units, up 12.2%. Adding year-to-date sales of 14,940 for Sprinter Vans and 6,937 vehicles at smart, MBUSA's year-to-date total reached 236,933 units, marking a best-ever third quarter for both the Mercedes-Benz brand and MBUSA.

"We're making history this month and not just in terms of our record sales pace," said Steve Cannon, president and CEO of MBUSA. "September marked a recalibration moment for Mercedes-Benz as we began delivery of our new gateway, the CLA, to dealerships across the country. After just over a week on the market, this car sold more than 2,300 units. We're confident the CLA will be a driving point of our success as we head toward another banner sales year."

September sales for the Mercedes-Benz brand were led by the C-, E- and M-Class model lines. The sporty C-Class took the top spot at 6,389 units sold, followed by the E-Class with sales of 5,647 vehicles, up 17.0%. MBUSA's top-selling SUV, the M-Class, rounded out the top three at 3,180 units, a 30.4% increase over the same period last year.

In total, sales of Mercedes-Benz passenger cars climbed 10.9% compared to the first three quarters of 2012, increasing to 138,282 from 124,637. Likewise, the brand's light truck offerings were up 14.6% from the 66,981 units sold in the first nine months of 2012 to 76,774 in 2013.

The Sprinter model line posted a month-to-date increase of 20.0% to 2,152 units, boosted by sales of the redesigned 2014 lineup which began rolling into dealerships at the beginning of September. Month-to-date volumes at smart reached 625 units.

Sales of Mercedes-Benz's BlueTEC diesel models were 1,364 in September, up 193.3% from the 465 vehicles sold during the same period last year. The company's high-performance AMG models finished the month with sales of 675, up 48.4% from September 2012.

Separately, through the Mercedes-Benz Certified Pre-Owned (MBCPO) program, MBUSA sold 6,649 vehicles in September. On a year-to-date basis, MBCPO sold 72,890 vehicles, up 22.3% over the 59,586 units sold during the comparable period in 2012.

About Mercedes-Benz USA
Mercedes-Benz USA (MBUSA), headquartered in Montvale, New Jersey, is responsible for the distribution, marketing and customer service for all Mercedes-Benz products in the United States. MBUSA offers drivers the most diverse line-up in the luxury segment with 13 model lines ranging from the sporty CLA-Class four-door coupe to the flagship S-Class and the SLS AMG GT.

(http://www.mbusa.com/mercedes/about_us/press?pressId=a1d65bd702f71410VgnVCM1000007c184335____)

Motor and Equipment Manufacturers Association

About Us

Since 1904, MEMA has exclusively represented more than 1,000 companies that manufacture motor vehicle components and systems for the original equipment and aftermarket segments of the light vehicle and heavy-duty industries.

MEMA advocates on behalf of suppliers on issues of legislative and regulatory interest to the industry. Motor vehicle parts manufacturers are the backbone of the vehicle manufacturing industry and the nation's largest manufacturing sector, directly employing over 734,000 U.S. workers.

The MEMA network comprises four affiliate associations – AASA, HDMA, MERA, and OESA – listed below.

Automotive Aftermarket Suppliers Association (AASA)
U.S. aftermarket suppliers support the light-, medium- and heavy-duty vehicle markets. The aftermarket segment includes the manufacturing, distribution, retailing and installation of all vehicle parts, chemicals, tools, equipment and accessories necessary to keep the vehicles on our roads operating safely and efficiently.

Heavy Duty Manufacturers Association (HDMA)
HDMA is the premier trade association for NAFTA based manufacturers who supply parts to the on-highway, agricultural, construction, military and mining heavy vehicle sector.

Motor & Equipment Remanufacturers Association (MERA)
This network of remanufacturers, suppliers and professional service firms is committed to moving the industry forward for the benefit of consumers, the environment and our national economy.

Original Equipment Suppliers Association (OESA)
Original equipment suppliers design, engineer, procure and manufacture the systems and components required for the assembly of passenger cars and light trucks. OE suppliers provide approximately 60 percent of the vehicle value through visible components such as stereo systems to components hopefully a customer will never see such as air bag modules.

(http://www.mema.org/Main-Menu/About-Us)

Economic Impact

OESA
The U.S. motor vehicle parts manufacturing industry includes four distinct market segments. Together, the four market segments make up the U.S. motor vehicle parts manufacturing industry which supports jobs in every state in the country, impacts local
economies, and affects nearly every industry. Original equipment (OE) suppliers design, engineer, and manufacture parts required for the assembly of passenger cars and light trucks, also referred to as the light-duty vehicle market

AASA
Automotive aftermarket suppliers market includes the manufacturing, remanufacturing, distribution, retailing, and installation of all vehicle parts, chemicals, tools, equipment, and accessories

HDMA
Heavy-duty parts manufacturers supply OEM and aftermarket products for medium- and heavy-dutytrucks, school buses, transit buses, and emergency vehicles

MERA
The remanufacturing industry supplies replacement parts for the automotive and heavy-duty motor vehicle aftermarket, providing environmental, economic, and product performance benefits for both
customers and society.

Motor Vehicle Parts Manufacturers Create Jobs

Motor vehicle parts manufacturers are the largest employers of manufacturing jobs in the United States directly employing over 734,000 people, making this industry the largest creator of manufacturing jobs nationwide. Motor vehicle parts manufacturers have a presence in all 50 states compared to only 18 states where motor vehicles are manufactured. The top three states of direct employment for parts manufacturers – Michigan, Ohio and Indiana – comprise 37% of the national total of 734,000 supplier employees. While the top 10 states bring that share to just over 69%, motor vehicle suppliers directly employ more than 10,000 persons in 18 states. Over 734,000 direct employees within the U.S. motor vehicle parts manufacturing industry generate an additional 1.27 million U.S. jobs through the supply chain. The combined 2 million direct and indirect employees create their own economic impact through their everyday purchases within their local economy. This employment induced effect supports an additional 1.62 million employees.

The 3.62 million total employees supported by this industry generate over $220 billion in wages and income. This represents 2.6% of all U.S. wages and salaries paid in 2012. This industry also generates nearly $355 billion in GDP contribution, which is 2.3% of the total U.S. GDP. The two major industries that benefit from the expenditure-induced effects of motor vehicle suppliers are the transportation and utilities industries. These two industry sectors, plus the education and health services industries, combine for a total of 43% of the induced employment generated. The financial activities industry and leisure and hospitality industries account for 14% and 13%, respectively.The combined employment of the professional and business services industry and the trade, transportation, and utilities industries makes up 43% of the total indirect employment and more than two-thirds of the non-manufacturing indirect jobs. The largest beneficiaries of indirect employment for the manufacturing sector are the fabricated metal product and primary metal manufacturing industries, accounting for 17% of the total indirect employment and almost half of the total manufacturing indirect employment.

It comes as no surprise that parts manufacturers are dependent on a healthy national economy as well as strong vehicle sales and production. During the economic downturn and depressed sales in 2009, total vehicle production fell to just 5.8 million units – just over half of the 2006 pre-recession volume. In 2012, as vehicle sales have bounced back so has plant production. Light vehicle sales reached nearly 14.5 million units; heavy-duty vehicles sold about 345,000 units. OEMs responded to the stronger sales by producing 10.4 million units – only 9.6% below 11.4 million units produced in 2006. Most independent forecasters predict a continued increase in total vehicle production and total vehicles in operation, which, in turn, will continue to drive employment increases across all sectors of motor vehicle suppliers. The automotive aftermarket is less cyclical, and has provide steadier support for the U.S. economy. After experiencing a shallower downturn in the recession than almost any other manufacturing and retail sectors, the automotive aftermarket has exhibited steady growth, with end market spending in the light and heavy-duty aftermarket exceeding $300 billion in 2012. While employment in the supplier sector continues to be challenged by low-cost country competition, we expect this large and stable market to continue to grow in 2013 and beyond.

Automotive Original Equipment Suppliers (OESA)

Original equipment (OE) suppliers design, engineer, and manufacture parts required for the assembly of passenger cars and light trucks, also referred to as the lightduty vehicle market. The supplier industry contributes approximately two-thirds of the content value to the 300 light vehicle models that are offered for sale in U.S. With each vehicle model containing between 8,000 and 12,000 components, the light-duty sector is very complex. Suppliers to this sector play different roles and supply components and systems from different levels – often identified as the "tier" in which the company operates. Tier 1 suppliers provide full design and engineering support and sell finished systems or modules, such as transmissions, seats, instrument panels, and trim components directly to the vehicle manufacturer. Tier 2 suppliers make parts such as transmission gears, electronics, speedometers, and seat covers to the Tier 1 suppliers. Tier 3 suppliers provide raw materials to either of the other suppliers. Each tier depends on the financial health of the other tiers for its survival. Ultimately, all suppliers depend on the financial health of the domestic and foreign vehicle manufacturers that are at the top of the supply chain pyramid. Given this description, it is easy to see the interdependency of the entire vehicle manufacturing industry. OE suppliers make up the majority of the direct employment in the motor vehicle parts manufacturing industry. In 2012, OE suppliers directly employed 424,000 people – 58% of total industries direct employment. The direct employment of the OE market segment creates an indirect employment effect of nearly 757,000 employees. Consequently, the direct and indirect employment figures generate an induced employment impact of 952,000 employees. Thus, the total employment impact for the OE market segment is 2.13 million jobs, which is 1.6% of total U.S. employment. The 2.13 million jobs represent an employment multiplier of 5. The 2.13 million total employees supported by this market segment generate over $129 billion in wages and income making up 1.5% of all U.S. wages and salaries paid in 2012. The industry also generates almost $206 billion in GDP contribution, which is 1.3% of the total U.S. GDP. As was the case with the total U.S. motor vehicle supplier industry, the manufacturing sector, at 34.5%, makes up the largest share of the light vehicle OE total employment impact. Almost 58% of the manufacturing employment is due to the OE market segment's direct employment, which is below the 66% seen for the total supplier industry. Similar to the total industry employment impact, nearly two-thirds of all employment originates from outside the overall manufacturing sector. To compare the total U.S. employment contribution of other industries, the information and professional services sector accounts for over 24% and the wholesale and retail trade sector comprises just over 12%. Clearly, the motor vehicle supplier industry as a whole and the OE suppliers as a segment are significant contributors to the nation's employment impact.

Automotive Aftermarket Suppliers (AASA)

The U.S. automotive light vehicle aftermarket is a $231 billion industry and is characterized by its stability and consistent long term growth. The automotive aftermarket market segment includes the manufacturing, remanufacturing, distribution, retailing, and installation of all vehicle parts, chemicals, tools, equipment, and accessories necessary to keep passenger vehicles on our nation's roads operating safely and efficiently. Most automotive aftermarket maintenance and repair work takes place in an independent repair shop or a vehicle manufacturer's dealership service facility. There is also a strong "doit- yourself" market (i.e. individuals who perform their own vehicle maintenance) in the automotive aftermarket industry. Considering that the average vehicle age is now just over 11 years old, plus the many replacements of oil, brakes, batteries, sensors, filters, lights, fluids, hoses, belts, and tires an average vehicle requires in its lifetime multiplied by the over 243 million light vehicles in operation in the U.S., it is easy to see why the automotive aftermarket market segment has shown steady growth that will continue to grow for years to come. The portion of the U.S. motor vehicle supply industry that supports the light vehicle aftermarket makes up 19% of the industry's direct employment. In 2012, this market segment produced nearly 140,000 direct jobs. The direct employment within this market segment creates an indirect employment effect of nearly 247,000 employees. As a result of the direct and indirect employment, an induced employment impact of 323,000 employees is also generated. The total employment impact for the automotive. aftermarket segment is 710,000 jobs, which accounts for 0.5% of total U.S. employment. The total employment figure represents an employment multiplier of 5.1. The 710,000 direct employees supported by aftermarket suppliers generate just over $44 billion in wages and income making up 0.5% of all U.S. wages and salaries paid in 2012. The suppliers in this industry also generate almost $74 billion in GDP contribution, which is 0.5% of the total U.S. GDP. Consistent with what was seen in the other industry market segments, the manufacturing sector makes up the largest share of the aftermarket supply total employment impact. Direct manufacturing employment for aftermarket suppliers is the lowest of the other market segments at just under 50%, compared to the total industry share of 66%. The aftermarket's mission of delivering the "right part at the right place at the right time" to consumers requires considerable industry expertise in distribution, information technology, marketing, and logistics. Manufacturing, information and professional services and the wholesale and retail trade sector take the top three sectors of employment.

Heavy-Duty Original Equipment And Aftermarket Suppliers (HDMA)

Heavy duty parts manufacturers supply OEM and aftermarket products for medium and heavy-duty trucks, school buses, transit buses, emergency vehicles and off-highway equipment. Passenger vehicles share the road with commercial vehicles, like medium- and heavy-duty trucks, which are used to move the vast majority of goods in the United States. Additionally, school buses, transit buses, and emergency vehicles are relied on to operate safely and efficiently. Infrastructure maintenance, mining, forestry, and agriculture all utilize wheeled and tracked, off-road commercial vehicles. Heavy-duty suppliers produce the original equipment parts used to manufacturer new commercial vehicles and aftermarket replacement parts needed to maintain in-service vehicles. Heavy duty suppliers are also responsible for innovating and developing most of the technologies that keep these vehicles safe, energy efficient, and emitting less. Due to the size and weight of heavy-duty components and the cost of shipping, most domestic heavy-duty supplier part manufacturing remains in the United States. This industry is dependent on a healthy economy generating freight ton-miles demand and domestic, heavy, and industrial construction. Because of lower volumes and tighter margins, supplier success in the commercial vehicle market is particularly impacted by fluctuating economic cycles, changing manufacturer demands, shifting production schedules, tightening credit markets, and implementing new regulatory requirements that have caused both spikes and steep drops in heavy-duty demand. Supporting the heavy-duty vehicle OEMs and the associated aftermarket, the heavy-duty market segment of the U.S. motor vehicle supply industry comprises just over 23% of the industry's total direct employment. In 2012, that amounted to nearly 171,000 employees. The direct employment within this market segment creates an indirect employment effect of nearly 263,000 employees. The direct and indirect employment figures combine for an induced employment impact of 345,000 employees. Thus, the total employment impact for the heavy-duty market segment is 779,000 jobs, which is 0.6% of total U.S. employment. The total employment figure represents an employment multiplier of 4.6.

The heavy-duty market segment 779,000 employees provide $47 billion in wages and income,making up 0.5% of all wages and salaries paid in the country in 2012. Consistent with the other market segments, the manufacturing sector makes up the largest share of the heavy-duty supplier market segment total employment impact. Though, at 32.1%, the industry share for heavy-duty market segment is slightly lower than in the light vehicle OE market segment. For the total industry, the share of manufacturing employment due to the market segment's direct employment was 66%, but that share is 75% for heavyduty suppliers. As is the case with both the total industry and the light vehicle OE segment, the information and professional services sector is the second largest sector, with over 25% of total employment, and the wholesale and retail trade sector which makes up just over 12% of the total employment contribution.

Remanufacturers And Their Suppliers (MERA)

Remanufacturing is a standardized industrial process by which previously sold, worn, or non-functional products are returned to same-as-new, or better, condition and performance. The process incorporates technical specifications, including engineering, quality, and testing standards to yield fully warranted products. Examples of remanufactured components in the industry include: engines, transmissions, alternators, starters, turbochargers, steering and suspension components, and electronic control modules. The United States is the world's largest producer, consumer, and exporter of remanufactured goods. According to the U.S. International Trade Commission, the top three industry sectors that account for remanufacturing activity in the U.S. are (ranked by production value) aerospace, heavy-duty and off-road (HDOR) equipment, and motor vehicle parts. Remanufacturing of motor vehicle parts creates 30,653 full-time U.S. jobs, a figure that is included in the totals for the automotive aftermarket and heavy-duty vehicle market segments. In addition, remanufacturing of off-road equipment creates an additional 20,870 jobs. The U.S. remanufacturing industry is growing, providing a sustainable and economically viable response to increased global trade pressures, resource scarcity, and rising energy costs – all for the benefit of consumers and society. Since remanufacturing preserves the value of the original manufacturing – including material and energy costs and investments in capital and labor inputs, which recycling alone cannot do – the remanufacturing process saves approximately 85% of the energy and material used to manufacture equivalent new products. At the same time, remanufactured parts are, on average, 20 to 50% less expensive than new parts, while delivering an equivalent level of quality backed by competitive warranties.

(http://www.mema.org/Main-Menu/Economic-Impact/Test-PDF.pdf)

Trade Policy

Free and Free Trade

Suppliers operate in the global marketplace. The industry competes with manufacturers from other countries and competes for business with domestic and international customers. In turn, this competition provides for stronger manufacturers with both a national and international footprint.

MEMA supports free and open market-based trade that allows American companies to compete in the global marketplace. Ultimately, this competition will allow for a stronger manufacturing base in the United States.

International Trade Negotiations

Currently, the U.S. is involved in two trade agreements -- the Trans-Pacific Partnership (TPP) and the Transatlantic Trade and Investment Partnership (TTIP) -- that can make trading with the world's largest economies more efficient.

Trans-Pacific Partnership (TPP)

The TPP trade negotiations have been ongoing since 2010, seeking to bring greater economic integration to the Asia-Pacific region through a high-standard agreement addressing issues like regulatory coherence, improving intellectual property rights protection, promoting small- and medium-size enterprises and eliminating tariffs.

Negotiators are seeking to make the TPP the new model for global trade where new rules will allow for greater opportunities for businesses and workers. The current TPP countries include the United States, Australia, Brunei Darussalam, Canada, Chile, Japan, Malaysia, Mexico, New Zealand, Peru, Singapore and Vietnam.

Transatlantic Trade and Investment Partnership (TTIP)

The TTIP seeks to go beyond eliminating tariffs and other standard free trade agreement provisions to tackle non-tariff barriers to trade and investment. Its goal is to enhance the world's largest economic relationship to achieve an ambitious, comprehensive and high-standard trade agreement that generates greater economic growth between the United States and the European Union.

The biggest challenges during the TTIP negotiations include regulatory convergence, tariff reductions/eliminations, and rules of origin requirements. Addressing these hurdles, the TTIP can help promote economic growth, increase employment and enhance the global competitiveness of the U.S. and EU.

MEMA addresses policy implications of trade issues through the Government Affairs Committee. In addition, MEMA has formed a Trade Working Group to advise the staff on issues and concerns. If you are interested in serving on either of these groups, please contact Dan Houton.

(http://www.mema.org/Main-Menu/Policy-Issues/Trade)

Porsche USA (PAH3: Xetra)

Atlanta. A recent academic survey commissioned by "WirtschaftsWoche" magazine proves that Porsche Consulting GmbH, based in Bietigheim-Bissingen, Germany, has by far the best reputation among consultancy firms, as rated by the major German commercial enterprises. This fantastic reputation is based primarily on the high increase in value in the operating profit that Porsche consultants bring about for their clients. At the same time, Porsche Consulting also claimed the top spot in the industry analysis in the "Project success" category: The consultants from Swabia impressed the academics and interdisciplinary panel, which was made up of various experts, by significantly speeding up the software development process at SAP AG, the world leader in enterprise software and software-related services. As a result, Porsche Consulting was also ranked top overall in the "Best of Consulting" analysis.

For the performance analysis of the 40 largest consultancy firms in Germany, Professor Dr. Lars Wellejus (Frankfurt am Main University of Applied Sciences) and industry expert Dr. Frank Höselbarth evaluated a survey conducted among 1500 executives. The two experts wanted to know from the consultancy customers in quite specific terms what impact the project work of consultants had on operational key performance indicators. "Instead of just making promises, we actually deliver tangible results", says Eberhard Weiblen, President and CEO of Porsche Consulting. The basis for the firm's success, Weiblen goes on to say, is the combination of two essential skills: "We use tried-and-tested concepts that have proven to work, both for the sportscar manufacturer Porsche and in a wide variety of industries. And thanks to our consultants' own professional experience, they are able to enthuse managers and employees alike about the necessary changes when implementing these concepts."

The role of the employees was also at the heart of the prized SAP project. The consultants were asked to find ways of reducing the lengthy development and delivery times for new software products, and thereby increase the products' impact. These goals were only achieved by taking superfluous, non-value-adding tasks away from the highly specialized software developers working around the world; these tasks would prevent the developers from getting on with the actual task at hand.

By adopting a strict, transparent structure for work processes, it was possible to prevent any unnecessary adjustments and waiting times. There were also significant improvements in terms of quality and the focus placed on customers. Establishing multifunctional teams, in which designers, developers, industry specialists and information specialists work in close cooperation together, also helped bring about these improvements. As a result, the software development process was accelerated by 50 percent. Since then, SAP has been much quicker at launching new products.

Porsche Consulting GmbH, with its headquarters in Bietigheim-Bissingen (Germany), is a subsidiary of the sportscar manufacturer Dr. Ing. h.c. F. Porsche AG based in Stuttgart, Germany. Founded in 1994, Porsche Consulting GmbH started out with just four employees, but the team has since grown to more than 350 people. The international company has four subsidiaries based in Milan (Italy), Sao Paulo (Brazil), Atlanta (USA) and Shanghai (China). Porsche Consulting is one of the leading management consultancy firms in Germany. The team of experts for operational excellence advises international organizations and medium-sized companies active in the automotive, aviation, aerospace, mechanical engineering and plant construction industries. Other clients include businesses from the pharmaceuticals industry, the health sector, the service sector and the consumer goods industry.

About Porsche Cars North America

Porsche Cars North America, Inc. (PCNA), based in Atlanta, Ga. is the exclusive U.S. importer of Porsche sports cars, the Cayenne SUV and Panamera sports sedan. Established in 1984, it is a wholly-owned subsidiary of Porsche AG, which is headquartered in Stuttgart, Germany, and employs approximately 220 people who provide parts, service, marketing and training for 189 dealers. They, in turn, work to provide Porsche customers with a best-in-class experience that is in keeping with the brand’s 63-year history and leadership in the advancement of vehicle performance, safety and efficiency.

(http://press.porsche.com/news/release.php?id=821&utm_source=feedburner&utm_medium=feed&utm_campaign=Feed%3A+PorschePressNews+%28Porsche+Press+News%29)

Spartan Motors Inc. (NASDAQ: SPAR)

Spartan Motors Reports $1.1 Million Operating Income for Second Quarter 2013 – 1/8/2013

Spartan Motors, Inc. ("Spartan" or the "Company") today announced operating income of$1.1 million, or diluted EPS of $0.02, for the second quarter of 2013. All of the Company's business segments posted improved operating results compared to the first quarter of 2013, with Specialty Vehicles and Emergency Response reporting higher operating income compared to the year-ago second quarter. In the second quarter of 2012, Spartan posted operating income of $3.9 million, or diluted EPS of $0.07, in large part due to the positive contribution of Utilimaster's parts and field service solutions.

Second quarter 2013 revenues grew to $120.9 million versus $114.4 million, up 5.7% from Q2 2012 due to growth in the Specialty Vehicles segment. Revenue in the Specialty Vehicles segment increased $9.9 million from the second quarter of 2012 to $32.9 million. Growth in Specialty Vehicles revenue was attributable to an increase in RV sales of $4.2 million compared to the prior year, and the completion of a limited-run ILAV (Iraqi Light Armored Vehicle) order in the Defense unit. Emergency Response revenues increased slightly to$43.8 million in Q2 2013 from $43.6 million in Q2 2012. Growth in these two segments more than offset a year-over-year revenue decline of $3.6 million in the Delivery & Service segment to $44.2 million in Q2 2013.

John Sztykiel, President and CEO of Spartan Motors, Inc., stated, "For Spartan, the second quarter of 2013 was about demonstrating operational improvement in every market segment from the first quarter of 2013 and backlog growth, both sequentially and year-over-year. The Company generated improved results by implementing the D (Diversified Growth) and I (Integrated Operational Improvement) in DRIVE. We expect improved results in the third and fourth quarters of 2013 as we execute our DRIVE strategy and deliver on our shareholder commitments."

D.R.I.V.E. is Spartan's operating strategy based on the five following tenets:

- **Diversified Growth**
- **Redefining New Technologies**
- **Integrated Operational Improvement**
- **Vibrant Culture**
- **Extend Our Core**

Second Quarter 2013 Segment Results

Specialty Vehicles (SV)

(In thousands)	**Second Quarter**		
	2013	**2012**	**% Change**
Specialty Vehicles			
Revenue			
Motorhome & Bus	$ 20,378	$ 16,224	25.6%
Parts and Accessories	7,822	4,748	64.7%
Other Specialty Vehicle	4,738	2,083	127.5%
Total revenue	$ 32,938	$ 23,055	42.9%
Operating income	$ 3,900	$ 560	596.4%

The SV segment drove Spartan's revenue growth for the second quarter of 2013. Demand for Spartan's custom chassis grew, particularly for RV and bus applications, which led to a revenue increase of 42.9% year-over-year. Operating income for the SV segment rose sharply to $3.9 million from $0.6 million in Q2 2012. Growth in operating income was due to higher revenue in the most recent quarter, as well as the operational improvement actions taken in this segment over the past year.

Mr. Sztykiel commented on the SV segment's performance, stating, "Eighteen months ago, the motorhome and bus chassis business was a serious drag on Spartan's earnings. In early 2012, we began executing the DRIVE strategy in a disciplined manner, increasing revenue and operating profit. The success we have demonstrated in the SV segment should enhance confidence that we will successfully address the operational challenges we are working through in the Emergency Response Vehicles and Delivery & Service Vehicles units."

Emergency Response (ER)

(In thousands)	**Second Quarter**		
	2013	**2012**	**% Change**
Emergency Response			
Revenue			
ERC	$ 25,758	$ 23,169	11.2%
ERV	18,023	20,444	-11.8%
Total revenue	$ 43,781	$ 43,613	0.4%
Operating income (loss)	$ 438	$ (979)	NA

Emergency Response revenue was up slightly during the second quarter of 2013, to $43.8 million from $43.6 million a year ago. Higher demand for custom fire truck chassis generated the segment's revenue growth, offsetting a decline in Emergency Response Vehicles (ERV) revenue. Lower ERV revenue was anticipated and a result of management's decision to reduce the production rate while it implemented measures to improve operational efficiency and performance. Demand remains strong for Spartan's custom chassis and fire trucks, with a combined order backlog at June 30, 2013 of $115.1 million, up 38.2% from $83.3 million a year ago. ERV backlog rose to $86.8 million at June 30 2013, up 66.9% from $52.0 million at June 30, 2012. Growth in ER order backlog illustrates the strength of the Spartan brand as it was one year ago that all of the Company's ER products were combined into the Spartan brand.

For the quarter ended June 30, 2013, the ER segment posted operating profit of $0.4 million, a substantial improvement from an operating loss of $1.0 million during Q2 2012 and an operating loss of $2.6 million in Q1 2013. Management expects to make additional progress in improving operating performance at the ERV unit during the second half of this year and for ERV to make a positive contribution to the ER segment's fourth quarter 2013 profitability.

Delivery & Service (DSV)

(In thousands)	**Second Quarter**		
	2013	**2012**	**% Change**
Delivery and Service Vehicles			
Revenue			
Vehicles	$ 38,591	$ 25,030	54.2%
Aftermarket & Service	5,564	22,721	-75.5%
Total revenue	$ 44,155	$ 47,751	-7.5%
Operating income (loss)	$ (1,640)	$ 6,230	NA

DSV revenue declined 7.5% to $44.2 million in the quarter ended June 30, 2013 as lower aftermarket parts and field service solutions sales more than offset higher vehicle sales. The reduction in aftermarket parts revenue was primarily due to the end of a major field service program in mid-2012.

For the second quarter of 2013, DSV posted an operating loss of $1.6 million compared to an operating profit of $6.2 million in the second quarter of 2012, and an operating loss of $4.0 million in the first quarter of 2013. Profitability was reduced by lower aftermarket parts sales compared to Q2 2012, as well as the impact of launch costs incurred at the Bristol facility.

Financial Highlights

Gross margin for the second quarter of 2013 was 12.9% of sales versus 16.4% for the second quarter of 2012. The decline in gross profit and margin percentage was due to the decline in DSV revenue and higher expenses related to the relocation of walk-in van production to Bristol. Partially offsetting these factors were increases in gross profit and margin percentage in the ER and SV segments. Higher margins in the ER segment were due to more favorable pricing and improved quality. The SV segment generated a higher gross margin due to a more favorable product mix and higher sales in Q2 2013 versus the prior year.

Operating expenses were reduced by $0.3 million from the second quarter of 2012, to $14.6 millionfrom $14.9 million. Operating expenses as a percentage of sales were 12.0% in the second quarter of 2013 versus 13.0% in the second quarter of 2012. The SV and DSV segments saw declines in operating expenses, largely due to a lower earn-out accrual related to the Utilimaster acquisition, while ER incurred higher marketing and selling expenses during the quarter ended June 30, 2013.

Spartan's cash balance at June 30, 2013 was $15.6 million, down from $16.6 million at March 31, 2013. Reflected in the June 30, 2013 cash balance is the payment of a cash dividend of $0.05 per share, totaling $1.7 million.

Operational Initiatives Update

DSV

Utilimaster continued production launch activities at Bristol during Q2 2013. Production rates were increased on both the higher-volume fleet and lower-volume van lines throughout the quarter. The Company continues to improve its processes to increase output and reduce operating costs.

John Forbes, President of Utilimaster, stated regarding the launch process, "Production launch activities at Bristol continued throughout the second quarter. Production increased from 93 units in the first quarter of 2013 to 914 units in the second quarter. Daily vehicle output continues to increase and we are meeting delivery commitments to our customers. Our team continues to make progress on materials storage and distribution, improving production processes and increasing daily unit volumes in our operations. "While our efforts have demonstrated positive results, as shown in reducing in half DSV's operating loss from the first quarter to the second quarter of 2013, we believe we are about 90 – 120 days behind plan to attain projected cost and labor efficiency targets. We continue to work overtime in order to meet production targets, which increases our costs during the launch phase at Bristol. This delay will push back realizing anticipated operating cost savings until sometime during the fourth quarter of 2013. Despite the delay, we expect Utilimaster to be profitable for the second half of 2013."

Mr. Forbes stated regarding the Reach™ launch, "The Reach launch process is going well and is currently ahead of schedule. We have made more progress than anticipated on our 2013 plan to improve the profitability of the Reach. Efforts to reduce material and assembly costs of the Reach have been successful, with additional cost-reduction measures currently undergoing validation. These cost reductions and the start of production on a 1,900-unit order for FedEx during Q3 2013 are two important milestones in the Reach launch process."

ERV

During the second quarter, Spartan took steps to strengthen the Emergency Response management team. By adding experienced management and concentrating on improving the assembly process, ERV made significant progress toward its goal of profitability by Q4 2013. ERV management expects to increase production rates during the third and fourth quarters of 2013 as it eliminates bottlenecks and improves its internal processes.

Dennis Schneider, President of Spartan Emergency Response, stated, "Our ERV business improved significantly in the second quarter compared to the first quarter of 2013. We have better aligned our engineering and manufacturing activities to ensure that we are able to build our highly customized products efficiently and with superior quality. We expect further improvement in ERV's performance during the second half of 2013, making a greater contribution to ER segment profitability, especially in the fourth quarter."

2013 Outlook

Spartan's Interim Chief Financial Officer, Lori Wade, provided an outlook for the remainder of 2013, "Spartan met our expectations, posting a modest profit for the second quarter of 2013. We expect revenue and operating income in the third and fourth quarters of 2013 to increase from Q2 2013 and the respective comparable quarters of 2012. The challenges we face in the DSV segment will impact our Q3 2013 performance but should be resolved prior to the end of 2013. Despite these challenges, we expect DSV to be profitable in the third and fourth quarters of this year, with performance continuing to improve in 2014 as anticipated cost savings are realized.

"For the year, we expect to realize mid-single-digit revenue growth. Lower margins in the first quarter of 2013 are expected to reduce full-year operating margins, but margins are expected to improve throughout the remainder of the year. For 2013 as a whole, we expect average operating expenses to increase to support growth initiatives, but to remain within a range of 11.5% - 12.0% of sales for the year. Operating margins are projected to be approximately 0.5% - 1.5% for the year, with the second half of 2013 expected to exceed the full-year average. John Sztykiel concluded his remarks, stating, "Spartan met its target of reporting a profit for the second quarter of 2013. We also generated outstanding growth in order backlog – up 34.5% from Q2 2012 – due to the growing demand for our innovative products. Growth in backlog is critical to our future since a strong future revenue stream is needed for operational improvement to have an impact on profitability.

"It is important to note that all three of our operating segments showed improvement in Q2 from Q1 2013, with two of the three reporting operating income in Q2. We project further improvements in operating performance in the third and fourth quarters of 2013 compared to the second quarter of 2013, and expect Spartan to be profitable for the year. We are committed to increasing shareholder value and are moving forward every day."

Conference Call, Webcast and Roadcast®

Spartan Motors will host a conference call for analysts and portfolio managers at 10 a.m. ET today to discuss these results and current business trends. To listen to a live webcast of the call, please visitwww.spartanmotors.com, click on "Shareholders," and then on "Webcasts."

For more information about Spartan, please view the Company's Roadcast "digital road show" designed for investors. To launch the Spartan Motors Roadcast, please visit www.spartanmotors.com and look for the "Virtual Road Show" link on the right side of the page.

About Spartan Motors

Spartan Motors, Inc. designs, engineers and manufactures specialty chassis, specialty vehicles, truck bodies and aftermarket parts for the recreational vehicle (RV), emergency response, government services, defense, and delivery and service markets. The Company's brand names – Spartan™, Spartan Chassis™, Spartan ER™, Spartan ERV™ and Utilimaster® - are known for quality, performance, service and first-to-market innovation. The Company employs approximately 1,700 associates at facilities in Michigan, Pennsylvania, South Dakota,Indiana, Florida and Texas. Spartan reported sales of $471 million in 2012 and is focused on becoming a global leader in the design, engineering and manufacture of specialty vehicles and chassis. Visit Spartan Motors at www.spartanmotors.com.

This release contains several forward-looking statements that are not historical facts, including statements concerning our business, strategic position, financial projections, financial strength, future plans, objectives, and the performance of our products and operations. These statements can be identified by words such as "believe," "expect," "intend," "potential," "future," "may," "will," "should," and similar expressions regarding future expectations. These forward-looking statements involve various known and unknown risks, uncertainties, and assumptions that are difficult to predict with regard to timing, extent, and likelihood. Therefore, actual performance and results may materially differ from what may be expressed or forecasted in such forward-looking statements. Factors that could contribute to these differences include operational and other complications that may arise affecting the implementation of our plans and business objectives; continued pressures caused by economic conditions and the pace and extent of the economic recovery; challenges that may arise in connection with the integration of new businesses or assets we acquire or the disposition of assets; restructuring of our operations, and/or our expansion into new geographic markets; issues unique to government contracting, such as competitive bidding processes, qualification requirements, and delays or changes in funding; disruptions within our dealer network; changes in our relationships with major customers, suppliers, or other business partners, including Isuzu; changes in the demand or supply of products within our markets or raw materials needed to manufacture those products; and changes in laws and regulations affecting our business. Other factors that could affect outcomes are set forth in our Annual Report on Form 10-K and other filings we make with the Securities and Exchange Commission (SEC), which are available at www.sec.gov or our website. All forward-looking statements in this release are qualified by this paragraph. Investors should not place undue reliance on forward-looking statements as a prediction of actual results. We undertake no obligation to publicly update or revise any forward-looking statements in this release, whether as a result of new information, future events, or otherwise.

Spartan Motors, Inc. and Subsidiaries
Condensed Consolidated Balance Sheets
(In thousands, except par value)

	June 30, 2013 (Unaudited)	December 31, 2012
ASSETS		
Current assets:		
Cash and cash equivalents	$ 15,618	$ 21,748
Accounts receivable, less allowance of $964 and $1,021	50,552	47,139
Inventories	73,691	67,591
Deferred income tax assets	6,291	6,291
Income taxes receivable	4,180	3,011
Assets held for sale	716	716
Other current assets	2,583	6,027
Total current assets	153,631	152,523
Property, plant and equipment, net	57,442	59,122
Goodwill	20,815	20,815
Intangible assets, net	10,573	11,052
Other assets	1,867	1,639
TOTAL ASSETS	$ 244,328	$ 245,151
LIABILITIES AND SHAREHOLDERS' EQUITY		
Current liabilities:		
Accounts payable	$ 24,233	$ 23,000
Accrued warranty	7,575	6,062
Accrued customer rebates	1,727	2,299
Accrued compensation and related taxes	6,056	7,748
Deposits from customers	11,006	6,386
Other current liabilities and accrued expenses	5,825	8,113
Current portion of long-term debt	104	82
Total current liabilities	56,526	53,690
Other non-current liabilities	3,448	3,071
Long-term debt, less current portion	5,290	5,207
Deferred income tax liabilities	4,454	4,454
Shareholders' equity:		
Preferred stock, no par value: 2,000 shares authorized (none issued)	-	-
Common stock, $0.01 par value; 40,000 shares authorized; 34,120 and 33,862 outstanding	341	339
Additional paid in capital	74,020	72,873
Retained earnings	100,249	105,517
Total shareholders' equity	174,610	178,729
TOTAL LIABILITIES AND SHAREHOLDERS' EQUITY	$ 244,328	$ 245,151

Spartan Motors, Inc. and Subsidiaries
Condensed Consolidated Statements of Income
(In thousands, except per share data)
(Unaudited)

	Three Months Ended June 30,		Six Months Ended June 30,	
	2013	2012	2013	2012
Sales	$ 120,874	$ 114,419	$ 217,010	$ 233,231
Cost of products sold	105,248	95,072	195,038	196,525
Restructuring charge	-	602	-	4,217
Gross profit	**15,626**	**18,745**	**21,972**	**32,489**
Operating expenses:				
Research and development	2,897	3,217	5,698	6,993
Selling, general and administrative	11,661	11,559	22,035	23,155
Restructuring charge	-	83	-	1,876
Total operating expenses	14,558	14,859	27,733	32,024
Operating income (loss)	**1,068**	**3,886**	**(5,761)**	**465**
Other income (expense):				
Interest expense	(87)	(81)	(156)	(172)
Interest and other income	115	49	261	256
Total other income (expense)	28	(32)	105	84
Income (loss) before taxes	1,096	3,854	(5,656)	549
Taxes	405	1,503	(2,093)	213
Net earnings (loss)	**$ 691**	**$ 2,351**	**$ (3,563)**	**$ 336**
Basic net earnings (loss) per share	**$ 0.02**	**$ 0.07**	**$ (0.11)**	**$ 0.01**
Diluted net earnings (loss) per share	**$ 0.02**	**$ 0.07**	**$ (0.11)**	**$ 0.01**
Basic weighted average common shares outstanding	34,105	33,883	33,447	33,768
Diluted weighted average common shares outstanding	34,139	33,892	33,447	33,796

Spartan Motors, Inc. and Subsidiaries
Sales and Other Financial Information by Business Segment
Unaudited

Period End Backlog (amounts in thousands of dollars)

	June 30, 2013	March 31, 2013	Dec. 31, 2012	Sept. 30, 2012	June 30, 2012
Emergency Response Chassis*	$ 28,388	$ 34,053	$ 37,005	$ 32,454	$ 31,323
Emergency Response Vehicles*	86,760	70,023	58,764	53,458	51,979
Total Emergency Response Backlog	115,148	104,076	95,769	85,912	83,302
Motorhome Chassis *	14,166	13,736	13,453	12,863	10,885
Other Vehicles*	-	3,056	3,968	-	-
Aftermarket Parts and Assemblies	3,437	7,319	9,179	4,536	3,989
Total Specialty Vehicles Backlog	17,603	24,111	26,600	17,399	14,874
Delivery & Service Vehicles *	100,399	100,394	39,656	65,026	75,116
Total Backlog	$233,150	$228,581	$162,025	$ 168,337	$ 173,292

* Anticipated time to fill backlog orders at June 30, 2013; 4 months or less for emergency response chassis; 10 months or less for emergency response vehicles; 2 months or less for motorhome chassis; 8 months or less for delivery and service vehicles.

(http://www.spartanmotors.com/Content.aspx?id=99)

Thor Industries Inc (NYSE: THO)

Thor Industries, Inc. was founded on August 29, 1980

Wade F. B. Thompson and Peter B. Orthwein acquired Airstream, the most recognized name in the industry. Despite its venerable image, Airstream had not fared well during the economic downturn of the late 1970s. By focusing on improving quality while reducing costs, Airstream returned to profitability in its very first year under the new Thor management.

1982 - Thor purchases General Coach

1984 - Thor becomes a publicly traded company

1988 - Thor enters the small and mid-size bus industry

1991 - Thor acquires Dutchmen Manufacturing

1992 - Thor acquires Four Winds International

1995 - Thor acquires Komfort Corporation

1996 - Start Up of Thor California

1998 - Thor acquires Champion Bus

2001 - Thor joins forces with Keystone RV

2003 - Thor acquires Damon

2004 - Thor joins forces with Crossroads RV

2005 - Thor acquires Goshen Coach

2010 - Thor acquires SJC Industries, Inc. and Heartland RV Company

2012 - Thor acquires Krystal Infinity, LLC, and bus operation assets of Federal Coach

2013 - Thor subsidiary acquires Wakarusa RV production campus

2013 - Thor subsidiary acquires the assets of Livin' Lite

(http://ir.thorindustries.com/about-thor/our-history/default.aspx)

THOR ANNOUNCES INCREASED REGULAR QUARTERLY DIVIDEND - 10/04/2013

Thor Industries, Inc. (NYSE:THO) today announced that its Board of Directors approved, at their October 4, 2013 meeting, an increase of the payment amount of Thor's regular quarterly dividend to $0.23 per share from $0.18 per share, an increase of nearly 28%.
The regular dividend is payable on October 28, 2013 to shareholders of record at the close of business on October 18, 2013.

"Our Board's decision to increase our regular quarterly dividend reflects our continuing pattern of returning cash to our shareholders and the confidence of our Board in the future performance of Thor," said Peter B. Orthwein, Thor Executive Chairman. "Upon receipt of the anticipated proceeds from the sale of our Bus businesses, which is expected to close by November 1, we expect to have approximately $6 per share in total cash, which we will use according to our ongoing priorities to grow our operations, maintain and grow our regular dividend and fund special dividends or share repurchases as appropriate."

(http://ir.thorindustries.com/press-releases/press-release-details/2013/Thor-Announces-Increased-Regular-Quarterly-Dividend/default.aspx)

Thor Industries Inc. Research Report

On September 26, 2013, Thor Industries Inc. (Thor) announced its financial results for Q4 FY 2013 and full-year FY 2013 (period ended July 31, 2013). Thor reported that net sales for Q4 FY 2013 were $914.0 million, which increased 18.7% YoY; while net sales for full-year FY 2013 were $3.2 billion, up 22.8% YoY. Net income from continuing operations was $55.2 million, up 35.0% YoY for Q4 FY 2013, and $151.7 million, up 36.1% YoY for full-year FY 2013. Diluted earnings per share (EPS) from continuing operations for Q4 FY 2013 was $1.04, up 35.1% YoY, while for full-year FY 2013, it stood at $2.86, up 38.2% YoY. Commenting on the results, Bob Martin, Thor's President and CEO, stated, "We are pleased to end fiscal 2013 on a positive note with continued momentum in sales and earnings. The recent actions we've taken to divest non-core businesses and expand our RV business through acquisition leave us optimistic about the future of Thor. At the recently completed Open House in Elkhart, we were able to showcase a number of new products from all of our RV subsidiaries as well as new products from our recently acquired Livin' Lite subsidiary, reinforcing our leadership in innovation in the RV industry." The Full Research Report on Thor Industries Inc. - including full detailed breakdown, analyst ratings and price targets.

(http://www.AnalystsCorner.com/r/full_research_report/ae7a)

About Thor Industries Inc

Thor is the sole owner of operating subsidiaries that, combined, represent one of the world's largest manufacturers of recreational vehicles and a major builder of commercial buses. This release includes certain statements that are "forward looking" statements within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended (the "Exchange Act"). These forward looking statements involve uncertainties and risks. There can be no assurance that actual results will not differ from our expectations. Factors which could cause materially different results include, among others, price fluctuations, material or chassis supply restrictions, legislative and regulatory developments, the costs of compliance with increased governmental regulation, legal issues, the potential impact of increased tax burdens on our dealers and retail consumers, lower consumer confidence and the level of discretionary consumer spending, interest rate fluctuations, restrictive lending practices, recent management changes, the success of new product introductions, the pace of acquisitions, the impact of the divestiture of the Company's bus businesses, asset impairment charges, cost structure improvements, competition, general economic, market and political conditions and the other risks and uncertainties discussed more fully in Item 1A of our Annual Report on Form 10-K for the year ended July 31, 2013. We disclaim any obligation or undertaking to disseminate any updates or revisions to any forward looking statements contained in this release or to reflect any change in our expectations after the date of this release or any change in events, conditions or circumstances on which any statement is based, except as required by law.

(http://ir.thorindustries.com/about-thor/our-history/default.aspx)

Acquisdata Sector Coverage

- China Petroleum and Chemicals
- China Information Technology
- China Biotechnology
- China Banking
- China Automotive
- China Mining
- China Cement
- India Information Technology
- India Banking
- Australia Vanadium
- Australia Metal and Mining
- Brazil Banking
- US Pharmaceutical
- US Automotive
- US Mining
- US Peteroleum and Gas
- US Armaments
- US Biotechnology
- US Textiles Industry
- US Software and Information Technology
- Russia Armaments
- France Armaments
- German Automotive
- German Shipbuilding
- Mexican Mining