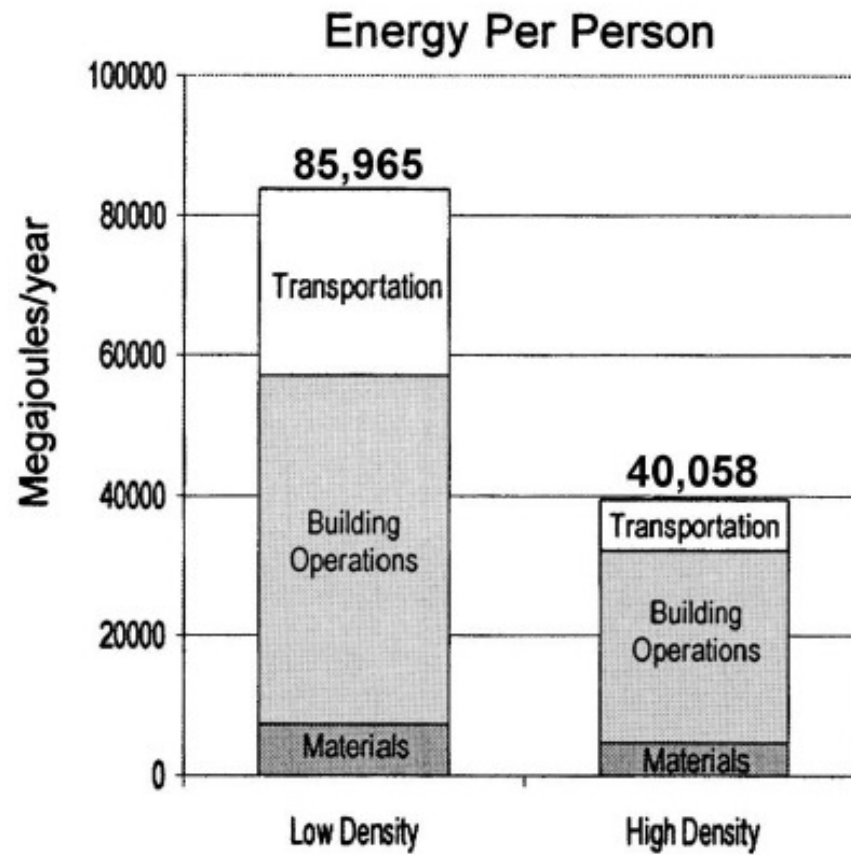




**Discussion on
Energy Security for American
Families Initiative
New American Foundation
September 24, 2008**

Therese Langer
ACEEE Transportation Program Director

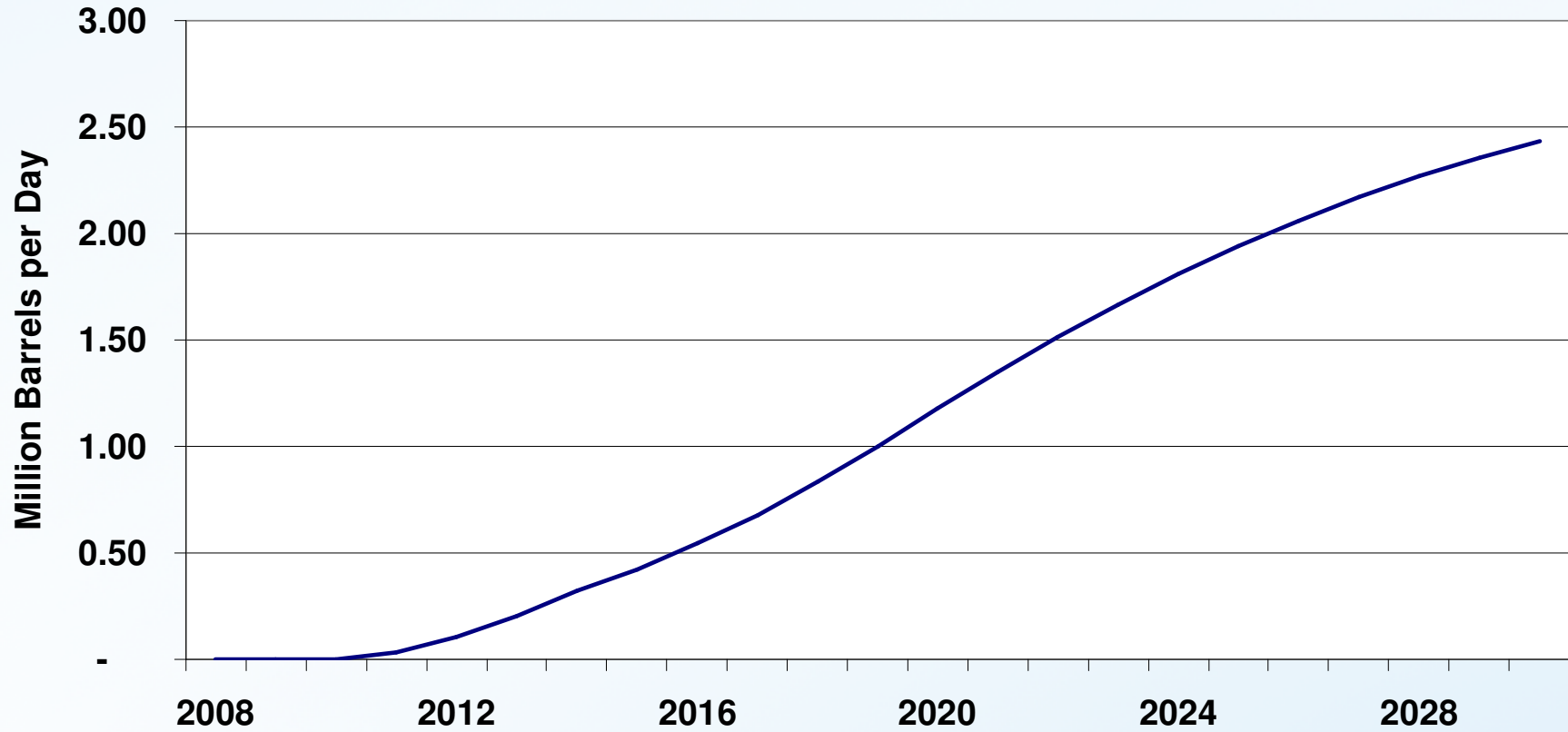


Comparing High and Low Residential Density: Life-Cycle Analysis of Energy Use and Greenhouse Gas Emissions

Jonathan Norman¹; Heather L. MacLean, M.ASCE²; and Christopher A. Kennedy³

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Oil Savings From 35 MPG by 2020



Proposed Crusher Credit Values

Year	Estimated median trade-in value for vehicles w < 18 MPG	Proposed voucher value	Estimated percent of eligible vehicles with trade-in value below voucher value
1990	\$ 720	\$1,000	76%
1993	\$ 1,313	\$1,750	81%
1996	\$ 1,858	\$2,500	80%
1999	\$ 3,520	\$3,250	38%
2002	\$ 4,698	\$4,000	8%
2006	\$ 8,433	\$5,000	0%

Data source: Kelley Blue Book

Model Year	Percentage with trade-in value under voucher value	Number with trade-in value under voucher value	Cost assuming 20% participation for vehicles valued below voucher
2006	2%	1,658	\$8,289,465
2005	2%	2,429	\$11,537,713
2004	2%	4,092	\$18,414,214
2003	4%	6,851	\$29,117,702
2002	8%	11,923	\$47,691,387
2001	18%	39,683	\$148,811,621
2000	28%	42,789	\$149,762,071
1999	38%	77,623	\$252,275,804
1998	52%	91,538	\$274,613,414
1997	66%	102,097	\$280,766,960
1996	80%	84,996	\$212,488,800
1995	80%	93,181	\$209,658,240
1994	80%	82,777	\$165,553,344
1993	81%	63,924	\$111,866,463
1992	80%	44,479	\$66,719,160
1991	78%	31,179	\$38,973,987
1990	76%	36,027	\$36,026,584
Total vehicles crushed		817,246	
Total cost of program (first year)			\$2,054,277,466
Average voucher value		\$1,880	

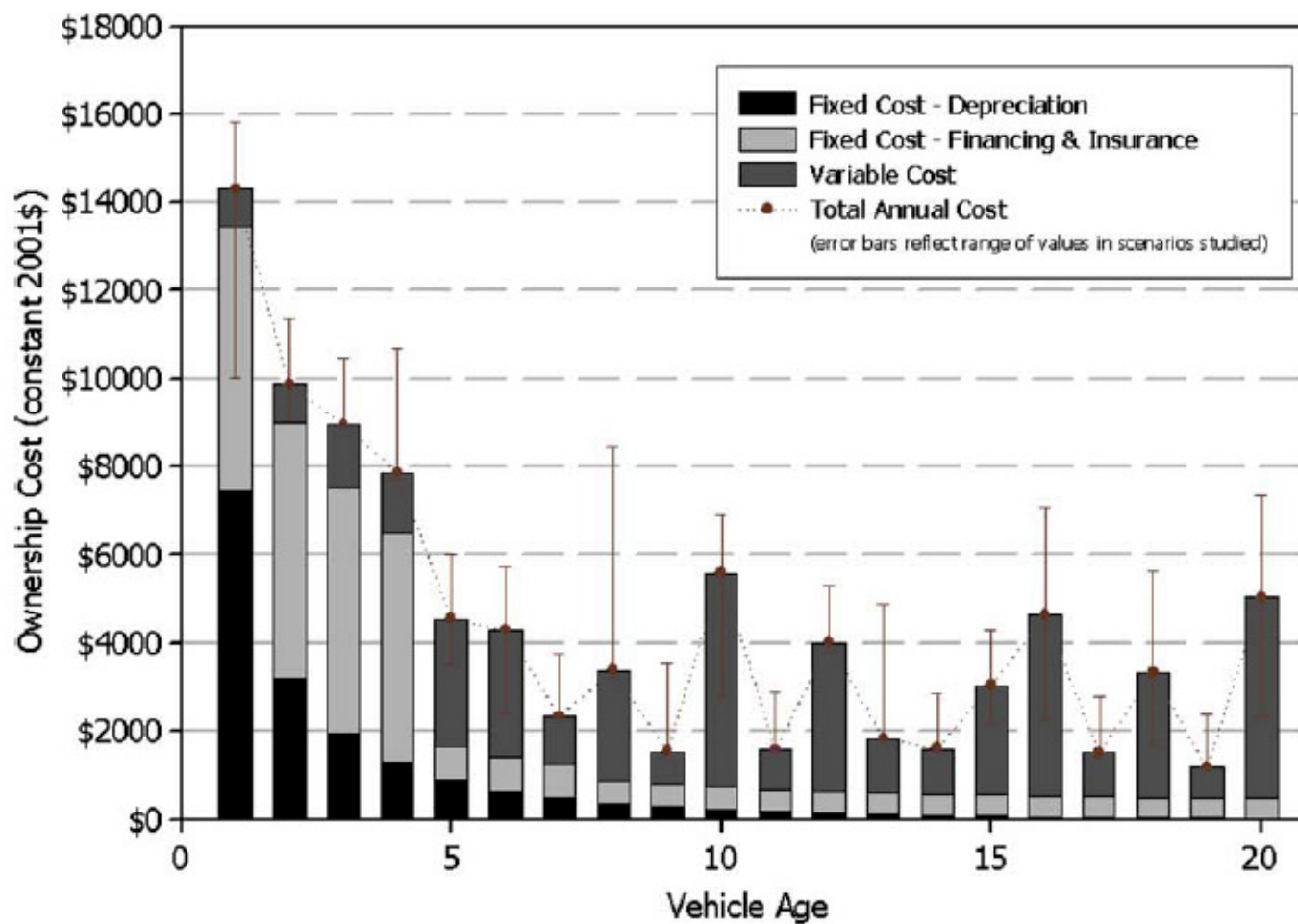


Fig. 3. Life cycle profile of explicit private ownership costs for a 2001 MY generic vehicle (20-year lifetime).

Automotive News

Chrysler upgrades dealer sites > 3

#1 sale-killer: Credit, not fuel prices

Mary Connelly
mconnelly@crain.com

DETROIT — Tight credit has replaced high gasoline prices as the chief impediment to selling a new vehicle, top Chrysler executives say.

Deborah Meyer, Chrysler LLC's chief marketing officer, says dealers and consumers tell her "financing is the biggest challenge that customers have in the marketplace."

"We've seen customers adjust to the gas prices," Meyer told *Automotive News*. "But if you can't get the right kind of credit, you can't buy the car at all. I don't see a quick fix around the corner."

In a speech here last week to the Automotive Press Association, Chrysler co-President Jim Press said the availability of credit is "the biggest issue that we have as an auto company."

This headache is not limited to Chrysler. Mark LaNeve, General Motors' North American sales chief, estimates tight credit is costing GM 10,000 to 12,000 sales each month. In August, GM reported selling 307,285 new cars and trucks in the United States, down 20.3 percent from the year-ago month.



Jamie LaReau
jlaureau@crain.com

DETROIT — General Motors will unveil a Cadillac CTS wagon this fall in an effort to compete with BMW's 3 series and Mercedes C-class wagons. Cadillac intends to start production in 2009 for global sale. GM has shown a CTS coupe concept to be produced next year. Cadillac also plans to replace its current SRX crossover with a production version of the Provoq concept crossover as a 2010 model. The current SRX has suffered disappointing sales. Sources familiar with GM's plans say the re-engineered and restyled SRX will look similar to the Provoq, a hydrogen fuel cell concept.



The Provoq concept hints at the next-generation SRX.

When the Provoq was shown in January, Cadillac General Manager Jim Taylor told *Automotive News* that a production version could do something the current SRX has

failed to do: draw in female buyers. Taylor predicted a production Provoq could sell 60,000 to 70,000 units annually. Last year, Cadillac sold 22,343 units of the SRX in the United States. The current SRX is built on the Sigma architecture, also used for the CTS and STS. The next-generation SRX will be on a new architecture that is a blend of two GM front-wheel-drive architectures, Theta and Epsilon, and will likely be powered by a V-6 engine. In size it would be between the Saturn Vue and GM's Lambda-based crossovers such as the Buick Enclave. **ENR**

How Detroit 3 could put federal loans to work

Richard Truett
rtruett@crain.com

If Congress funds a \$25 billion loan program to finance production of more fuel-efficient vehicles, General Motors and Ford Motor Co. are poised to take quick advantage.

By contrast, Chrysler LLC trails far behind. And import automakers such

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Candidates: 2 paths on trade > 8

as Toyota and Nissan will find it difficult to meet eligibility standards that favor the Detroit 3 and their suppliers.

If Congress were to fund the loans today, they would have an interest rate of 5 percent — a very good deal for the automakers.

The loans could be used to re-tool assembly plants, engineer vehicles or help suppliers that produce key components.

Last week, none of the Detroit 3 was willing to indicate how it would spend the money. But GM

CEO Rick Wagoner appealed to a Senate panel to loosen legal limits on use of the loans. Wagoner told a Senate hearing last week that he was speaking for the Detroit 3 and the UAW.

Wish list

If the Detroit 3 aim for a payoff within the next five years or so, it's possible to identify a likely wish list of projects. Here are some possible candidates, starting with GM:

■ Make the Two Mode hybrid powertrain — available in full-sized pickups and SUVs — widely available in front-wheel-drive cars and crossovers such

see LOANS, Page 23

'Like house of cards,' used trucks fall

Donna Harris
and Arlena Sawyers
dharris@crain.com

Dealer Poncho Redfern sees big used trucks that were worth \$20,000 just a few months ago valued today at \$12,000. And he winces.

"It's not like prices are just a little soft," says Redfern, president of Thomason Auto-Group, of San Francisco, which owns seven dealerships in California and Texas. "The values have dropped extraordinarily. We are having a hard time adjusting."

Many new-vehicle dealers grew accustomed to raking in big profits on large used pickups and SUVs. But now those trucks are sucking out cash as they gather dust.

Soaring fuel prices have topped the market for big used trucks "like a house of cards," says Tom Kontos, executive vice president of analytical services for the ADESA auction company.

In the past three months, values of large used trucks have depreciated more than ordinarily would be expected in a year, according to CarMax Inc., the largest used-vehicle retailer in the United States. Some full-sized used trucks now fetch as little as half their wholesale book value.

Dealers say they can't offer customers much for trade-ins of big trucks — and some are refusing to take those pickups and SUVs at all.

see TRUCKS, Page 39

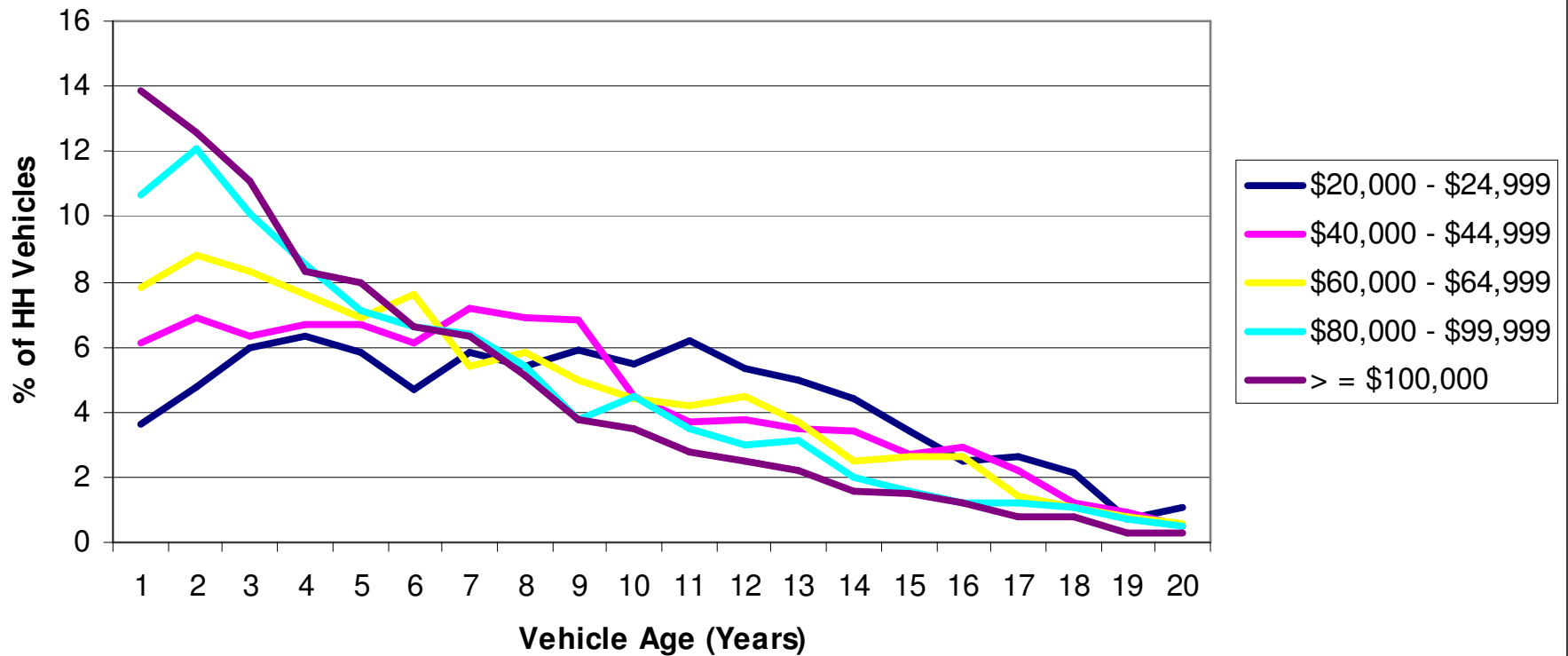
Truck dump

Wholesale prices of used big pickups and SUVs plunged by one-fifth last month.

	AVG. PRICE MAY '08	CHANGE FROM MAY '07
Full-sized pickups	\$9,343	-21.3%
Large SUVs	\$11,271	-19.7%

Source: ADESA Analytical Services

HH Income vs. Vehicle Age Distribution



Data source: 2001 NHTS