Audi of America, Inc.



Date: December 17, 2012

To: Audi Dealers, General Managers, Sales Managers and Service Managers

From: Julia Olree, Manager, Product Launch

Subject: Audi Start-Stop-System

Dear Audi Dealers.

At Audi of America, we are committed to introducing new technology to further enhance the customer driving experience. One such technology, the Audi start-stop-system, debuted recently on several MY13 models including the A8 4.0T, A8 3.0T, A7, A6 3.0T and Q5 3.0T. The start-stop-system is a highly effective engine management program designed to lower fuel consumption as well as $\rm CO_2$ emissions by shutting off the engine while drivers wait at a traffic signal or during certain stop-and-go driving. As a nice side benefit, our Audi drivers will be able to enjoy newfound tranquility and even more appreciation of our sound systems.

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The purpose of this communication is to outline a recent improvement to the start-stopsystem as well as new information and retail sales process suggestions to help you and your customers realize the benefits and convenient operation of this technology.

Included within start-stop is the Vehicle Departure Deactivation feature that is designed to immediately shut off the ignition if the start-stop-system has turned off the engine under certain conditions. This safeguard prevents the vehicle from moving unintentionally or wasting fuel if the driver is not seated, wearing a safety belt and maintaining control of the vehicle.

Audi recognizes this comprehensive technology may take additional experience and learning-aides to appreciate. Therefore, we have prepared information material to support dealer personnel when explaining this important technology feature to customers and to address questions that may arise.

A shipment of the start-stop technology guide (images shown below) will be delivered to all dealers within two weeks. Additionally as you are aware, vehicles equipped with start-stop technology arrive at dealers with a yellow velum sticker located on the start-stop button directing customers to the location of the information guide. Each vehicle will be supplied with the guide that can be found in the glove box, which has been revised to reflect recent start-stop-system improvements detailed on the next page. The velum sticker is intended to supplement the guide and should be removed only by the customer after taking vehicle delivery.



Vehicles that have been retailed or that have arrived at your dealer prior to mid-November, 2012 included a more comprehensive Vehicle Departure Deactivation which shut-off the ignition in all cases when the driver unfastened the seatbelt and opened the door, regardless of the start-stop-system being "on" or "off". Beginning mid-November, 2012 software updates were implemented to allow Vehicle Departure Deactivation to only engage with start-stop "on" and the engine off. Note the software change is available for previously-retailed vehicles through **Technical Service Bulletin (TSB) 2031850**.

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Dealer sales personnel are strongly urged to both explain and demonstrate the start-stop feature to customers during the test drive or, no later than retail delivery. The start-stop technology guide serves as a useful resource for both dealer personnel and customers.







Within the next few years, analysts predict well over half of U.S. motor vehicles will be equipped with a start-stop system and this is already the case in Europe. Audi is at the forefront of this new technology, but like other new vehicle technologies, adoption may not take place immediately without proper education materials or dealer support.

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Thank you for your role in promoting usage of this important new technology designed to keep Audi a leader in fuel efficiency while defining the premium driving experience.