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THE PURSUIT OF EXCELLENCE



GRAND-AM

MASSIMILIANO ANGELELLI
TELLS US ABOUT HIS GREAT YEAR
DRIVING TEAM SUNBURST'S DALLARA
IN THE SPECTACULAR NORTH AMERICAN
CHAMPIONSHIP AND THE CHALLENGES
AWAITING NEXT SEASON

AN "OSCAR" CEREMONY FOR GP2 AND GP3

ALL THE PHOTOS FROM THE
GALA EVENING, WHERE DALLARA
PRESENTED AWARDS TO THE
MOST PROMISING, TALENTED
AND TENACIOUS DRIVERS
WHO COMPETED IN THESE TWO
CATEGORIES IN THE 2011 SEASON



FORMULA SAE

THE "BIG CHALLENGE" BROUGHT TOGETHER 61
UNIVERSITY TEAMS ON THE TRACK. READ OUR REPORT,
INCLUDING EXCLUSIVE INTERVIEWS WITH TWO SPECIAL GUESTS:
JEFF BELKSUS, THE MANAGING DIRECTOR OF THE
INDIANAPOLIS CIRCUIT AND MATT BRANAM, PRESIDENT
OF THE ROSE HULMAN INSTITUTE OF TECHNOLOGY





DAN WHELDON

June 22, 1978 - October 16, 2011



*“Dear Dan, we miss you,
At the end of an illustrious sporting career,
you bent your bow one final time, just like
a tragic hero of old.*

*Unemployed driver, winner of the Indianapolis
500 on the very last bend, enthusiastic test driver
of the Dallara Indycar 2012 and, finally, one last
hand of poker at the Las Vegas Casino: starting
from the back of the grid in a bid to win one
of the greatest prizes of all.*

*Success is only what has already happened,
the past.*

*Your success was witnessed by the people who
knew you, your wife and young children, the
mechanics, fellow Indycar drivers, your fans and
everyone at Dallara who had the pleasure of
meeting you this summer, in the factory or in the
canteen, with that shy, genuine smile of yours.*

*Thank you Dan, for your life, as short and fast as
the sunset in the Nevada desert.*

Long may you race on heaven’s racetrack.

*Your memory teaches us to live wisely
and put passion into our work.*

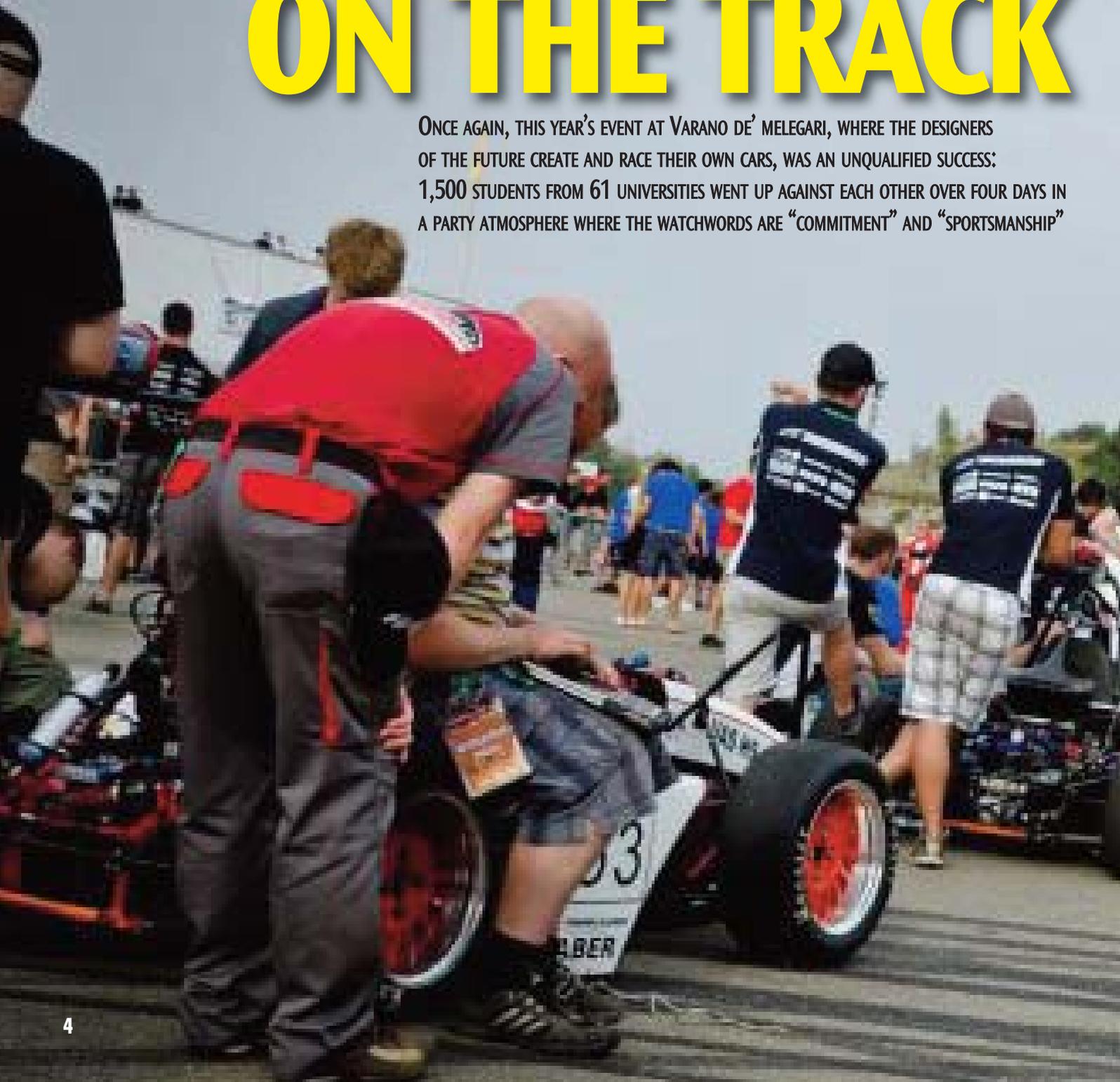
*We at Dallara dedicate the Dallara Indycar 2012
to you. This one’s for you.*

Thanks”.



AT SCHOOL ON THE TRACK

ONCE AGAIN, THIS YEAR'S EVENT AT VARANO DE' MELEGARI, WHERE THE DESIGNERS OF THE FUTURE CREATE AND RACE THEIR OWN CARS, WAS AN UNQUALIFIED SUCCESS: 1,500 STUDENTS FROM 61 UNIVERSITIES WENT UP AGAINST EACH OTHER OVER FOUR DAYS IN A PARTY ATMOSPHERE WHERE THE WATCHWORDS ARE "COMMITMENT" AND "SPORTSMANSHIP"





Technical, organizational, sporting and, above all, a human success. There's no other way to describe the 31st annual Formula SAE meeting, the Italian Formula SAE week, the competition reserved for engineering students from all over the world that was held from 2nd to 5th September at the Varano de' Melegari circuit. Four days of excitement, despite the rain that affected a number of the sessions. The event, which as always enjoyed Dallara's full support, attracted a record number of participants: 1,500 students from 61 Universities and Polytechnics in 12 different countries, ranging from Italy to India, and Germany to the United States. And when it all was over, it was the German students who occupied the first three positions on the Class 1 podium: first place went to the Renn team from the University of Stuttgart, while the runners up spot went to KA-Racelng from the Karlsruhe Institute of Technology, with HAWK Racing from Hamburg UAS in third place. The Germans thoroughly deserved their success, which was achieved by implementing daring technical solutions, such as carbon suspension systems and suction boxes for engines designed by Adrian Newey or Ross Brawn's potential "successors", but also during the "classroom" sessions, where the

teams were required to present their business plans, management structures and marketing strategies. Italy was represented by the University of Tor Vergata, whose team achieved second place in Class 2, behind the competitors from Greece and ahead of the students from India. The excitement on the track was provided by the prototypes that, after months of study, analysis and assembly, cost as much as 200,000 Euros, an enormous sum of money for this type of competition. Nevertheless, these large budgets did not prevent the teams from fraternizing, pooling their experience, sharing spare parts, and offering each other technical assistance, and even material comforts (beer from Bavaria and pasta from Bari, for example) in order to guarantee that everyone was able to

compete at the same level. Including the team from Israel, who managed to assemble and race their car directly on the track, or the Indians, who had to overcome numerous difficulties in order to participate. The event concluded with a prize giving ceremony and party where the students exchanged addresses and heard speeches by Gian Paolo Dallara and the managing director of Dallara Automobili, Andrea Pontremoli, the competition "mentors". And for the best drivers there was an additional prize: the chance to test drive the Dallara simulator. An extra incentive for those who were unsuccessful this time to come back, try again and relive an experience that offers so much from both a human and a professional point of view.

Alessandro Santini

CLASSE 1 (open to teams entering a car in the race competition)

1st Rennteam - University of Stuttgart (Germany)

2nd KS-Racelng – Karlsruhe Institute of Technology (Germany)

3rd HAWKS Racing – UAS Hamburg (Germany)

CLASSE 3 (open to teams presenting a feasibility study without entering a car in the race competition)

1st Centaurus – University of Thessaly (Greece)

2nd Scuderia Tor Vergata – University of Tor Vergata (Italy)

3rd Moonriders – Jaipur Engineering College & Research centre (India)





“ITALY HAS A GREAT FU

THE PRESIDENT AND MANAGING DIRECTOR OF THE INDIANAPOLIS MOTOR SPEEDWAY, JEFF BELKSUS, AND THE PRESIDENT OF THE PRESTIGIOUS ROSE HULMAN INSTITUTE OF TECHNOLOGY, MATT BRANAM, WERE AMONG THE AMERICAN GUESTS WHO TOOK ADVANTAGE OF THE RECENT FORMULA SAE EVENT TO VISIT DALLARA AND OTHER MANUFACTURING FACILITIES IN ITALY. WE INTERVIEWED THESE ATTENTIVE AND COMPETENT OBSERVERS AND THEY GAVE US THEIR HIGHLY ENCOURAGING IMPRESSIONS OF OUR COUNTRY

They even came from the United States to “spy” on Formula SAE. Prof. Patrick Cunningham, Assistant Professor of mechanical Engineering, was accompanied by a group of students from the “Rose Hulman Institute of Technology” in Indianapolis. The institute is one of the most prestigious in America for scientific studies, in fact it has won the US News & World Report best college for undergraduate engineering studies award thirteen times in a row. Other guests included the Dr. Matt Branam, President of the university and Dr. Jeff Belskus, president and managing director of the legendary Indianapolis Speedway. For a few days they traded Indiana for Varano de’ Melegari, in the hills around Parma, where, accompanied by Dallara staff, they lived, ate and drank “all’italiana”, and visited a number of important local companies such as Ferrari, Barilla, and Dallara, as well as attending the Formula SAE event as spectators. On their return to the States, Dr. Branam and Dr. Belskus were kind enough to give us their impressions of their trip to Italy.

We asked them about Dallara, Formula SAE, but also about the economy, the employment market and the prospects for young people.

Italy, as other industrialized countries, is in a period of economical crisis. How did you perceive it?

Jeff Belskus: The global economy is tough for everyone and all businesses are taking a close look at how they operate and how to add value to their customers. It is more important than ever to listen to customers and understand their needs. It is also critical that brands like the Indianapolis Motor Speedway and the Indianapolis 500 align with other companies that share these same values.

Matt Branam: Business worldwide is sagging under the weight of unrealized expectations for better economic performance. Italy is not immune. But Italy is, in some ways, better prepared to deal with this economic downturn. Businesses in Italy have seen downturns before and have learned from them. I am very impressed that businesses in the

Motor Valley have collectively vowed to assist their vendor companies. Management at Italian companies in the Motor Valley grasp that in order to recover more quickly from downturns in demand, they must nurture their vendors companies through lean economic times. This kind of strategic thinking during economic crisis is exactly what will keep Italy productive. I am very impressed!

Abroad, we are often associated to the idea of talent and genius, but also low respect for rules, disorganization and low merit recognition. From your days spent in Italy, can you confirm this perception or dismiss them as just stereotypes?

JB: Unfortunately in this day and age, many stereotypes continue to define people groups in a very unfair manner. From what I have experienced in my interactions with many different Italian companies and working with many Italian nationals, this is a stereotype that is terribly misguided. Italians take great pride, and should, in their country’s history and how it has helped define the

UTURE”

Western World.

MB: The stereotype of the disorganized but genius Italian is new to me. I associate Italy with high technology, fine goods, great craftsmanship and a zest for life.

When you think Italy, often you think about the country of easy lifestyle, good food, fashion, creativity and design, but we also have important technological realities that are innovative and become world leaders in their sector. In your opinion, is this side of Italy recognized abroad?

JB: From the Indianapolis Motor Speedway's perception, we view the Italian contribution to our sport of INDYCAR as very important in the technological advancement of cars and in the advancement of the safety of our sport, much of which is attributed to new technology that has been incorporated in the sport. Through our nearly 15 year-long relationship with Dallara, we have relied heavily upon and used as a foundation for our sport the technological

expertise and the innovative approaches that Dallara brings to every project.

MB: Italy is the country most Americans want to visit, I feel. Few plan their free time around touring of industry, no matter which country they visit. Italy's great history and natural beauty are great advantages and are not in competition for attention with technology or innovation. Italy has it all.

You have visited important companies such as Dallara, Ferrari, Barilla. What struck you as different in each company visited? Is there some aspect in the way in which these companies operate, that can be applied with success in the USA?

JB: I have enjoyed the opportunity to visit with several companies in Italy. What

strikes me as common among Dallara, Ferrari and Barilla are the pride that each has in their work and the high quality of the products that each delivers to their customers. Dallara is unique in that it more often than not is engaged to create

a product for other brands that help that customer's brand to succeed – for example INDYCAR. Dallara creates a product that helps define INDYCAR as much or more than it is created to build the Dallara brand.

The success of the Dallara brand very much impacts the success of its customer's brands. Ferrari on the other hand has a different customer base and a different market approach. What I enjoyed about Barilla was understanding the dynamics, many of which are similar to my



Jeff Belksus





company, of building a global brand out of a family owned business.

MB: Not surprising to me, but very obviously on display, is the degree to which relationships matter in Italy. All of the companies we visited are founded in rich traditions, and are managed by people with long histories and passion for their businesses. These strategies differed considerably from company to company, with each pursuing success on their own terms. Widely varied markets and market differentiators dictate that high technology be applied on very different scales, but all were pursuing excellence through well-considered strategy with long-term success in mind. This is the most important lesson – to plan with the long-term held at a premium.

Let's talk about the Formula SAE events, in which you have participated as spectators. What did you think of it?

JB: I have had an opportunity to view Formula SAE events as a spectator both in the States and in Italy. What really impresses me the most about these events are the students involved in them.

Formula SAE is a great training ground for some of the brightest young minds in engineering and I enjoy looking at the many different ways these students utilize their knowledge and education to attack a certain set of problems to present the most competitive product they can on the track.

We are seeing automotive technology change and advance as quickly as it has since the early days of the automobile and Formula SAE is a great training ground for students that will ultimately be defining what automotive transportation and competition looks like moving into the future.

MB: Innovation was on display at the Formula SAE competition. To learn



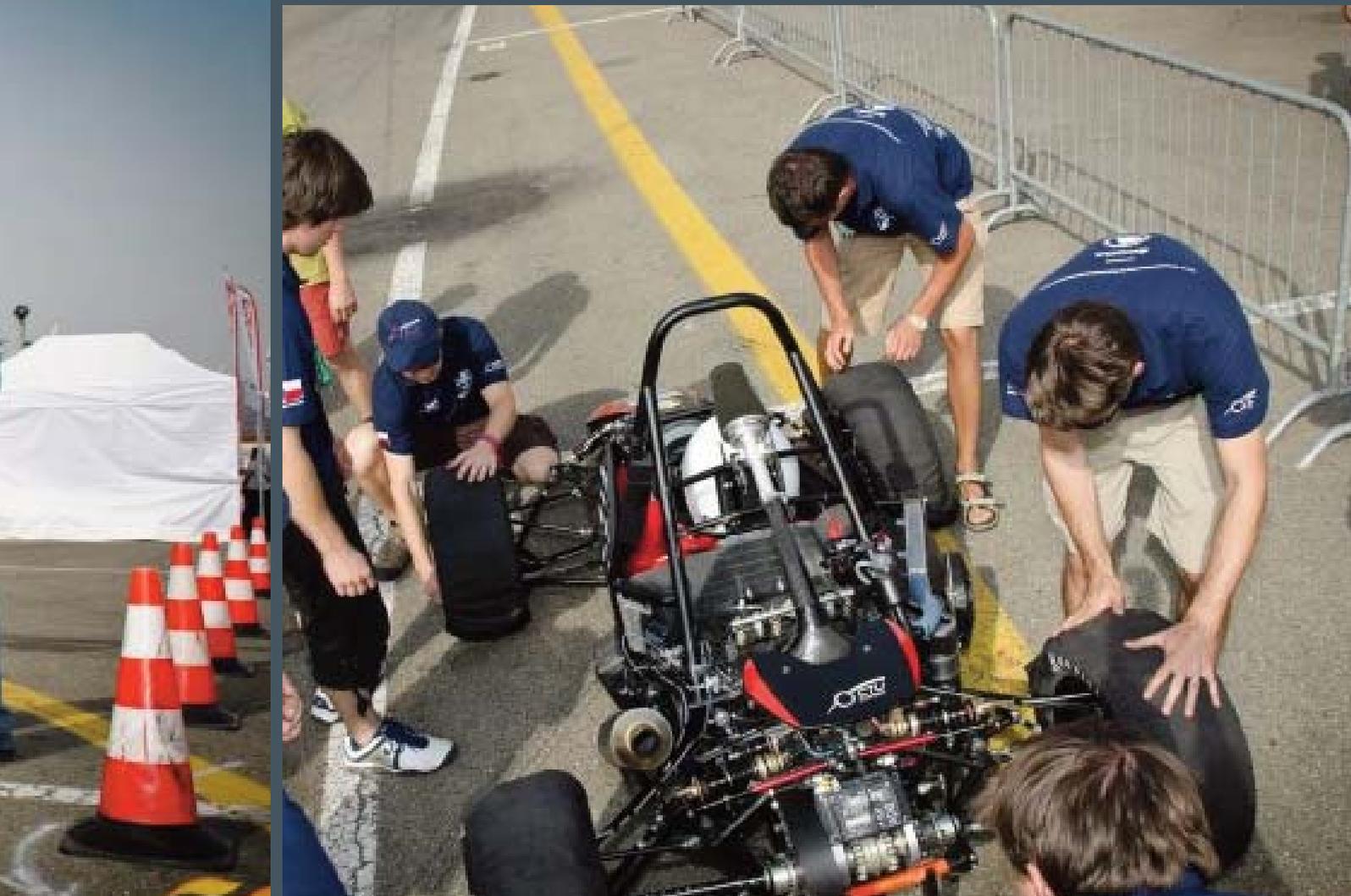
Matt Branam

engineering by doing engineering is very much our innovative way of education at Rose-Hulman Institute of Technology. It was the spirit of learning together and freely sharing ideas between the sixty teams that was most impressive.

What is your relationship with Dallara and with

Mr. Dallara?

JB: The Indianapolis 500 has been competed for 100 years and its success and foundation is built on the relationships that it builds with companies and the people behind them. As a company, the Indianapolis Motor Speedway and the "500" could not have a better partner, supporter and friend in our business than Dallara and



Mr. Gian Paolo Dallara. Both are interested in and genuinely care about our success and we know that we can count on them to deliver answers to help us grow our business. Personally, I appreciate Gian Paolo's friendship and candid suggestions on how we can grow stronger in our relationship together. We treasure the friendship.

MB: Rose-Hulman Institute of Technology has long been associated with the Hulman family and the Indianapolis Motor Speedway. The long-standing partnership between the Speedway and Dallara Automobili brings Rose-Hulman Institute of Technology to the table in discussions of the engineering technologies and the human capital of the future. The personal passion of Gian Paolo Dallara around these subjects has attracted the attention of the engineering community in the United States. We are very proud and honored to have had Gian Paolo Dallara visit our school and receive the Honorary Doctorate of Engineering degree - becoming an official member of the Rose-Hulman Institute of Technology community.

What were your impressions of young Italians, engaged in the professional or academic world?

JB: I am impressed more and more with the young professionals and students that I have a chance to meet throughout my travels and the Italian young adults are no different. I am particularly impressed by the passion and dedication to quality results that I have seen in my interaction with Italian professionals and students.

MB: Our delegation was thrilled to see the energy and enthusiasm of young people in Italy for the pursuit of the limits of today's technology. Our students were inspired to see the mathematical modeling and simulation of vehicle dynamics at Dallara Automobili, and to meet the young people involved in this work every day. I know our students brought these inspirations back to their studies here.

Which is the most important message that you have brought home, after this visit?

JB: Most importantly, I am reassured that

our decision in the mid-1990s to develop a relationship with Dallara and Gian Paolo was one of the best decisions our organization has made in recent times. What started out as merely a business relationship to supply cars and components has grown trusted business relationship that still includes the supply of cars and components, but more importantly includes the supply of ideas and an investment by both parties to help strengthen all our lines of business. More importantly, I am reminded every time I am in Italy that we have an authentic friendship with Dallara that is based on mutual respect and a deep concern for the well-being of the other.

MB: The most important message that we have brought back to Rose-Hulman Institute of Technology is that we learn by doing, but with whom we do it makes us who will be in the future. We are very proud of our association with The Engineer and the fine people of Dallara Automobili, and we have high expectations for increased collaboration.

Alessandro Santini

TO MARK THE END OF THE SEASON AT MONZA, GP2 ORGANIZED AN ENTERTAINING GALA EVENING, INCLUDING AN AWARD CEREMONY FOR DRIVERS FROM THIS CATEGORY, AND FROM GP3, WHO DISTINGUISHED THEMSELVES ON THE TRACK DURING THE COURSE OF THE SEASON. THESE ARE ALL THE PHOTOS FROM THE DALLARA "OSCAR" CEREMONY

THE WINNER IS...



2011

GP2 Series

Best

Over Taking Manoeuvre

calsonic

Pursuit of Excellence



One for the album: Melker, Calado, Filippi, Bianchi, Bottas, Grosjean, Driot, Agaga, Rowse, Victoris and D'Orleans

THE WINNER IS...



The silhouette of the Dallara GP2 single-seater takes pride of place between the winners' trophies and the drinks area





Below: a driver who loves to attack. GP2 appreciated Cecotto's driving style and decided to award him the prize in particular for his performance in the race at Spa. The Ocean pilot obviously didn't want to disappoint his father, the great motorcycle road racer and F1 driver of the eighties and nineties



In the photo, the Racing Engineering Dallara. The team, owned by Alfonso D'Orleans (above) and based close to the Jerez track in Andalusia, received the award for the best team livery

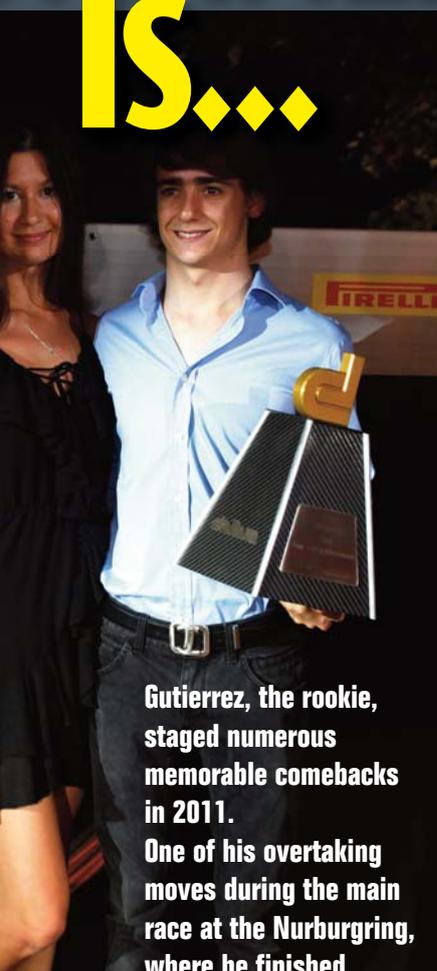


The most entertaining battle of the season, which will remain in the annals of GP2 for many a year, involved Bianchi and Vietoris (above, with the trophy). The first race at Silverstone (left), which was eventually won by Bianchi, featured overtaking, breakaways and acrobatics

THE WINNER IS...



There can be no doubt that Bottas (below) is a talented driver and the Dallara Trophy decided to reward him for his driving style, as well as for having won the championship



Gutierrez, the rookie, staged numerous memorable comebacks in 2011. One of his overtaking moves during the main race at the Nurburgring, where he finished in 12th place, did not pass unobserved



Haryanto (above) received an award for his fine victory in the first race at the Nurburgring



ANGELELLI:
**“A POSITIVE
SEASON,
THANKS TO
DALLARA’S
SUPPORT”**

IN ANOTHER EXCELLENT PERFORMANCE, SUNTRUST TEAM’S DALLARA-CHEVROLET CAME FROM BEHIND TO ACHIEVE A HIGHLY CREDITABLE SECOND PLACE IN THE AMERICAN CHAMPIONSHIP. MAX ANGELELLI, WHO HAS BECOME ONE OF THE CULT DRIVERS ON THE GRAND-AM CIRCUIT, TALKS US THROUGH THE CAMPAIGN AND LOOKS FORWARD TO THE CHALLENGES AHEAD



Max Angelelli and Ricky Taylor celebrate their success at Watkins Glen



ANGELELLI: “A POSITIVE SEASON, THANKS TO DALLARA’S SUPPORT”

The 2011 Grand-Am Rolex Series drew to a close in the middle of September in Mid-Ohio, with a “stage” win for the Dalziel-Potolicchio duo and victory in the grand finale for Memo Rojas and Scott Pruett in Team Ganassi’s Riley-BMW. And, once again, team Suntrust’s Chevrolet-Dallara, ably driven by Max Angelelli and Ricky Taylor had a big role to play. The driver from Bologna, one of the most widely admired and combative competitors on the track, refused to throw in the towel, and made up ground on the other teams to finish second in the rankings, thanks in no small part to the three victories – at Lime Rock and twice at Watkins Glen – that underlined the success of Dallara’s commitment to this spectacular American competition.

“Things could hardly have gone better”, begins Angelelli. “And first of

all, I must stress the importance of Dallara’s contribution, they were always on hand to give us the support we needed. Our staff were up to the challenge, and above all they remained highly consistent following the big changes that took place last winter. They made sure my car was fully competitive in 12 races out of 12. The only negative aspect is that the championship slipped out of our grasp, although to tell the truth, it was lost more in the pit lane than on the track. We were never able to recover from the two races we lost at the beginning of the season due to the errors committed during pit-stops. We were forced to play catch-up, and towards the end we almost managed to open up the championship again. But it was always going to be an uphill struggle. The great thing is that our car was always competitive, always in the mix:

and that’s why second place feels a little disappointing”. One exciting chapter has come to an end, and, after the autumn tests in Alabama and Daytona, due to take place over the next 24 hours, it will already be time to start a new one. 2012 will see a change in Grand-Am.

A subtle variation in the regulations. “Basically, the car will have a new look”, explains Angelelli.

“The “dome” will be smaller and lower, and it will be necessary to make a small number of modifications in order to connect it to the current chassis.

It will be necessary to build a new “body”, and, at the moment, there are no requests. General Motors is the only company to have accepted the challenge so far.

At Sunburst we are one of the very few teams, three in total, that are allied with General Motors, and therefore able to satisfy the new regulations, whereas 80% of the teams will not be able to”.

An unusual situation, and difficult to predict how it will pan out.

“We will see a mixture of 2011 and 2012 cars taking part in the races, and at the moment it’s impossible to predict what the outcome will be. I will be racing with a Dallara chassis again, but it will feature aerodynamic elements designed by General Motors. I personally feel very fortunate being with General Motors and be able to have the 2012 body ready for the Daytona 24 Hours. Time is tight, we cannot afford being uncompetitive and we are busy working to get there with Dallara and General Motors and extract the best from this new combination, Dallara chassis and Corvette body”.

And to continue to compete at the highest level in the Grand-Am championship.





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Max Angelelli

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THE PURSUIT OF EXCELLENCE

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