

Northwood Hosts First Gathering for Heavy-Duty Aftermarket

MIDLAND – Twenty-four heavy-duty aftermarket professionals gathered at Northwood University last week for the start of the inaugural Heavy Duty Leadership conference.

Heavy Duty Leadership is a week-long leadership development program specifically designed for professionals working in the North American heavy-duty aftermarket.

Participants in this year's class represent a wide range of heavy-duty aftermarket job functions and geographies. Organizations including manufacturing, warehouse distribution, logistics, association, OES and program group, were all part of the agenda.

Notable participants included Michael Copeland, The Timken Co.; Matt Durham, Meritor; Mike Harris, Navistar Parts;

Marcelo Pereira, ThyssenKrupp Crankshaft Co.; and Scott Saxton, Gabriel Ride Control, LLC.

"We're so pleased that the industry has supported this valuable program by sending their best and brightest employees. Participants will gain a lot, not only from our faculty, but also from the perspective their fellow classmates bring to class discussions," said University of the Aftermarket Director Brian Cruikshank, MAAP.

The program opened with a keynote presentation from Meritor's Aftermarket & Trailer Group President Joe Mejaly, who spoke to the class about his view of career management and leadership in the overall heavy-duty market.

The week was rounded out with related industry and focus-group sessions from facul-

ty from Northwood University's DeVos Graduate School of Management.

Graduates of the program earn 3.5 continuing education units that can be applied toward their Automotive Aftermarket Professional (AAP) or Master Automotive Aftermarket Professional (MAAP) designations.

The University of the Aftermarket is an educational alliance of the Automotive Aftermarket Industry Association, the Automotive Warehouse Distributors Assn. and the Automotive Aftermarket Suppliers Assn. and is an operating unit of Northwood University.

Overall, the University of the Aftermarket provides business, management and leadership education to professionals in the motor vehi-



Meritor's aftermarket and trailer group president Joe Mejaly, at podium.

Chevrolet Cars and Trucks Take All-Stars On Parade

KANSAS CITY – Chevrolet helped give fans attending the Major League Baseball All-Star Game quite a thrill last week.

That's because a series of Chevrolet Silverados and Camaros served to host All-Stars past and present in the Red Carpet Parade prior to the game last Tuesday night at Kauffman Stadium in Kansas City.

Oldtimers like KC's George Brett rode in a parade of Chevys alongside the likes of today's stars like New York's Derek Jeter and Detroit's Prince Fielder, the latter of whom had his family with him in the bed of the slow-riding Silverado pickup truck he was stationed in.

"We will have product displays, ride-and-drives and other activities around Kansas City to enhance the fan and customer experience," said Phil Caruso, Chevrolet national promotions manager, prior to the game.

Chevrolet has been the Offi-



Detroit Tigers' All-Star and Home Run Derby winner Prince Fielder, and his family.

cial Vehicle of Major League Baseball since 2005 – the year the All-Star Game, coincidentally enough – was held in Detroit's Comerica Park. (A game won by the American League).

This year's All-Star Game, won by the National League, 8-0, came to Kauffman Stadium

in Kansas City for the first time in a generation.

Fans from all over the country gathered to see Detroit ace Justin Verlander start the game but eventually yield 5 runs in the first inning alone.

What with Verlander starting the game and Prince Fielder winning the Home Run Derby

by contest, the Detroit Tigers were fairly well represented at baseball's Summer Classic.

Chevrolet also had a strong presence outside of the Kansas City Convention Center, where the MLB All-Star Fan Fest was being held, where it entertained thousands of baseball fans.

Roush's CleanTech to Deliver 86 Modified Propane Buses

LIVONIA – First Student, the largest provider of student transportation in North America, is taking delivery of 86 Blue Bird, Propane-Powered Vision school buses throughout the summer.

Planned for use in Portland Public Schools in Portland, Ore., this is the largest single order to date of propane autogas fueled buses for Blue Bird and Roush CleanTech.

"In their first year of operation, these propane autogas school buses are expected to save \$500,000 to \$700,000 in fuel and maintenance costs over their diesel counterparts," said Mark Elias, area general manager for First Student.

"Blue Bird is known as a highly durable, quality product. Coupled with Roush CleanTech's technologically advanced propane autogas fuel system, First Student and the Portland community have a cost-efficient, environmentally friendly product for its students."

The school district agrees.

"It's a win-win for us," said Matt Shelby, district spokesman for Portland Pub-

lic Schools.

"Using propane-powered buses keeps our fuel costs down and reduces our overall emissions. It really is a no-brainer."

Since 1977, First Student has experienced firsthand the fuel and maintenance cost savings due to operating school buses powered by propane autogas.

The Next Generation, Propane-Powered Vision, equipped with Roush CleanTech's dedicated liquid propane autogas fuel system, reduces carbon monoxide, nitrogen oxide and total hydrocarbon emissions, and virtually eliminates particulate matter, when compared to conventionally fueled school buses.

Powered by the 362 h.p. Ford 6.8L V-10 engine, the school buses meet stringent EPA and California Air Resources Board certification standards.

Propane autogas, which costs up to 50 percent less per gallon than diesel fuel, also offers reduced maintenance costs due to its clean-burning properties.

NASCAR Loses Army Sponsorship; Stewart-Haas Seeks New Patron

By JENNA FRYER
AP Auto Racing Writer

CHARLOTTE, N.C. (AP) – The U.S. Army will not return to Stewart-Haas Racing next season, effectively ending its sponsorship in NASCAR altogether after a decade.

SHR said last week it is pursuing a new sponsor.

"The U.S. Army has been a great partner of Stewart-Haas Racing since the team's inception," said Brett Froid, executive vice president of SHR.

"It has been a mutually beneficial relationship, with the U.S. Army introducing training regimens that improved our pit crews while instilling the mental, physical and emotional strength of the U.S. Army Soldier in all of us."

The Army has been in NASCAR for 10 seasons, and at one point was a primary sponsor. It moved to SHR to sponsor Ryan Newman in 2009 when the team was formed.

"The sport, our drivers and the passionate NASCAR fans embraced the Army's participation and created a tremendous opportunity for Americans to learn more about the profession of the Army Strong Soldier," Army marketer John Myers said in a statement.

The decision to leave NASCAR comes as Rep. Betty McCollum of Minnesota and Rep. Jackson Kingston of Georgia are pushing an amendment that would prohibit military sponsorship of sports.

McCollum lost a House vote a year ago to end military sponsorships of NASCAR, professional wrestling and fishing, but is trying again to have the approximately \$80 million in sponsorship cut from the defense budget.

McCollum applauded the Army's decision to pull out of NASCAR.

"The Army made the right move to eliminate a wasteful program and protect taxpayer dollars – which has been my goal all along," she said.

"Congress is facing a very dif-

ficult budget environment, and I want taxpayer dollars protected, even at the Pentagon."

"I will continue to work to save taxpayer dollars by ending all of the Pentagon's multi-million-dollar professional sports sponsorships of motor racing, bass fishing and ultimate fighting."

It's not clear how the Army's decision will effect SHR, which currently fields two full-time teams – one for

New Research on Auto Insurance Finds Driving Behavior Predictive

MAYFIELD VILLAGE, Ohio – Progressive Insurance released new findings from an analysis of 5 billion real-time driving miles, confirming that driving behavior has more than twice the predictive power of any other insurance rating factor.

Loss costs for drivers with the highest-risk driving behavior are approximately two-and-a-half times the costs for drivers with the lowest-risk behavior.

These results suggest auto insurance rates can be far more personalized than they are today.

Progressive has also found that 70 percent of drivers who have signed up for its Snapshot UBI program pay less for their insurance.

Now, its expanding access to Snapshot to all drivers – not just Progressive customers – who can take a free test drive of Snapshot and after 30 days find out whether their own driving behavior can lower the price they pay for auto insurance.

"The consumer was right all along," said Glenn Renwick, president and CEO of Progressive. "For most, the rates they're paying are higher than the risk they actually present – and in many cases, much, much higher."

"Until now, insurers had no effective way to capture actual driving behavior and factor that into the rates they could

three-time NASCAR champion and team co-owner Tony Stewart, and one for Newman. The plan was to expand to three teams next season with Danica Patrick, who is running 10 Sprint Cup Series races this year for SHR.

Although Stewart has said he wants to bring Newman back next year, the driver is in the final year of his contract and the sponsorship loss will likely slow contract extension talks.

offer. But we have made a meaningful start toward personalized insurance pricing that's based on measuring real-time driving behavior – the statistics of one."

Progressive has been collecting and analyzing real-time driving data for 15 years, and the number of miles it has analyzed has more than doubled in the last 18 months.

Progressive has found that adding key driving behaviors – like actual miles driven, braking, and time of day of driving – can predict the likelihood of a claim far better than traditional insurance rating variables alone, like a driver's demographic profile, age and the year, make and model of the insured vehicle.

"It's a case where the data confirms everyone's intuition," added Renwick.

"We believed that driving behavior was the most predictive rating factor – but didn't expect the difference to be this dramatic. Actual driving behavior predicts a driver's risk more than twice as strongly as any other factor."

"It shows that we're not members of an arbitrary actuarial class – we're individuals with our own set of driving habits, which should be reflected in the price we pay for our insurance. Over the years, 1 million customers have tried usage-based insurance policies.

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