

## Tech Center News

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## BorgWarner's 3Q Sales, Earnings Up from Last Year

BorgWarner reported third quarter 2013 U.S. GAAP net earnings of \$1.45 per diluted share. Net sales were \$1.8 billion in the quarter.

"Our operations continued to perform at a high level in the third quarter," said James Verrier, president and CEO of BorgWarner. "Operational efficiency and cost controls enabled us to post a strong operating income margin of 12.5 percent in the quarter. The focus on fuel economy and improved emissions continued to drive growth for BorgWarner. Excluding the favorable impact of foreign currencies and 2012 dispositions, our net sales were up approximately 6 percent in the third quarter compared with third quarter 2012. Global light vehicle production was up 4 percent in the same period."

For the first nine months of 2013, net sales were \$5.551 billion, up 2 percent from \$5.464 billion the same time in 2012, said BorgWarner spokesman Ken Lamb. Net earnings in the first nine months of 2013 were \$483 million, or \$4.16 per diluted share, compared with \$380 million, or \$3.15 per diluted share, in the first nine months of 2012.

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# GMC Moves Up to 9th in CR's Auto Reliability

CONTINUED FROM PAGE 1

3.7-liter V6 was rated above average. The Chrysler 300 C also scored above average — last year it was the automaker's most troublesome vehicle.

Nissan sank to 22nd among the 28 brands in the rankings, Fisher said.

Two popular models, the redesigned 2013 Honda Accord V6 and the 2013 Nissan Altima, scored too poorly in the survey

for *Consumer Reports* to continue recommending them, Fisher said. Last year, *CR* had predicted that both vehicles would have at least average reliability.

Mazda slipped from fourth to fifth. Subaru and Scion, which also typically rank well in reliability, were torpedoed by their twin sports cars, the Subaru BRZ and the Scion FR-S, which scored below average.

This dropped Subaru to 10th

place, after being fifth last year.

Scion, for which *CR* had only two models with sufficient data, sank from first place to 11th.

One of the key problem areas in *Consumer Reports*' survey centers on in-car electronics, including the proliferating suite of audio, navigation, communication, and connected systems in newer cars, Fisher said. Of the 17 problem areas *CR* asks about, the category including in-car electron-

ics generated more complaints from owners of 2013 models than for any other category.

In many cases, the survey revealed touch-screen infotainment systems have been buggy, with frustrating screen freezes, touch-control lag, or a reluctance to recognize a cell phone, an MP3 device, or a voice command.

*CR* gathered data on more than 600 2012 and 2013 models, Fisher said.

## Warren's Doctor Kahn Says, 'No Pain, Your Gain'

by Jim Stickford

When the bad economy hit the practice of Dr. Sayeed Khan, M.D., he had to think outside the box. If patients couldn't come to him, then he'd have to figure out a way to go to his patients.

Khan is a certified pain specialist with a practice in Warren. When GM experienced its financial difficulties a few years ago, his practice was affected and his patient load went down by about 35 percent.

"When that happened, I asked myself, what could I do to service my patients if they couldn't come to my practice," Khan said. "They couldn't get here for various reasons. Some lost their jobs, or lost their cars or their children and grandchildren moved away and they no longer had a ride to my office."

That's when he came up with the idea of creating a mobile pain center. Khan specializes in pain relief. He is a trained anesthesiologist and "fellowshipped-trained in interventional pain management."

He performs services such as facet nerve block, where diagnostic blocks are done to ascertain if facet joints are the source of pain and inflammation. He can also perform lumbar epidural steroid injection, which is done to relieve shooting pain in the leg that is radiating in character and also for chronic lower back pain due to degenerative disc disease or spinal stenosis.

These are just a few of the pain management services Khan provides. Treating patients requires equipment such as an ultrasound machine and an x-ray machine, as well as a variety of medications and medical tools like hypodermic needles.

Khan couldn't just pack a med-



Dr. Khan's mobile trailer

ical bag and go where his patients are. That's when he got the idea of creating a self-sufficient trailer with equipment that could be driven to where his patients are.

So he designed a special trailer that could carry all the required equipment and have an office and resting spaces for patients. He then commissioned the construction of the trailer with an outfit outside of Chicago.

The trailer contains an office, resting rooms, an exam room with an ultrasound machine and an x-ray machine. It also has handicap access and can be taken anywhere that a semi-truck can go.

"I have taken the trailer to places like Flint and Davison," Khan said. "I go out there a couple of times a month. For example, a shot of cortisone to a knee joint should last a month or two. I also inject hyaluronidase, which is a kind of jell, into the joints of patients."

Khan finds his patients through referrals from other doctors. They actually like his setup because then their patients don't have to travel far for treatment, and there's less chance that they'll actually lose those patients.

## GM Designer Receives Lifetime Achievement Award

CONTINUED FROM PAGE 1

that he has plenty more to do in the years to come as a valued member of the GM Global Design team."

Peters said that bringing back the Corvette Stingray was a personal goal for more than a decade, yet he acknowledged the

high level of scrutiny associated with a car as iconic as the Corvette.

To ensure he didn't get too bogged down in the vehicle's heritage, he reached back to his own youth and his infatuation with the 1963 Corvette owned by a schoolmate's father.

"My focus customer was going

to be that 9- , 11- , 12-year-old kid," Peters told an interviewer earlier this year.

"Kids don't know and don't care about what's traditional."

He added, "When I see kids look at it and point, stop what they're doing and they go, 'Sting-rraaaay,' that's when I know we got it."



Dr. Khan in his mobile pain management trailer's exam room

"Think of it as going to a grocery store," Khan said. "People tend to go to the nearest Kroger's. And if patients have to go to the Detroit area for pain relief, they might, as long as they're down there, go to another doctor for other problems."

Khan googled portable pain stations, and as far as he knows, his is the first in the country, if not the world.

"I was surprised," Khan said. "I thought someone would have come up with the idea before me. I have actually registered the phrase 'mobile pain management' with the U.S. Patent & Trademark Office."

Khan said most of his patients are older. He also sees quite a few people who have been in auto accidents or are on worker's comp. But getting people with

long-term pain problems to come in isn't always easy. "The biggest problem I have," Khan said, "is getting people to understand that getting injections isn't painful. I use topical anesthetic to dull the pain of an injection. And I can bring immense relief to people with treatments that are covered by insurance."

"There are treatments for pain out there that can relieve people from having to be on pills for the rest of their lives. But getting people to understand that isn't always easy." Khan is right now reaching out to doctors around the state and telling them about his services. He said many don't know what he can do, but when they learn about his resources, they are impressed.

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