# **Detroit Auto Scene**

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NASCAR driver Austin Dillon in his Chevrolet SS race car

## **Racer Dillon Makes Surprise Pit Stop at Orion Assembly**

By Jim Stickford

It was like coming home for Team Chevrolet NASCAR driver Austin Dillon when he toured GM's Orion Assembly Plant on July 31.

'Austin was in the area of the Orion plant on other business, which included promoting the state through the 'Pure Michigan' campaign," said plant spokesperson Chris Bonelli. "His team reached out to us and asked us if it were possible for Austin to actually take a tour of one of our as-

sembly plants. It seems that even though Dillon is a NASCAR driver and being on Team Chevrolet, he had never seen a car being made in a factory."

Dillon's team didn't have to ask twice, Bonelli said. Despite the short notice of Dillon's request, Chevrolet was happy to arrange a tour of the Orion Assembly Plant for July 31.

"We picked that particular plant because it was most convenient for Dillon," Bonelli said. "It was closest to where he was doing his other business."



Dillon with Orion Assembly manager Steve Brock

"I've been around racing nearly my entire life," Dillon said, "but this was the first time I've actually seen a car get assembled.

"I have a newfound respect for the work that people do to make a safe and high-quality car." Dillon and his staff toured the Orion facility from the body shop all the way to the final quality and care line.

He even rode in a finished vehicle as it went through the rigorous quality inspection

CONTINUED ON PAGE 3

## **Chrysler Ensures Good Fit for Those** With Disabilities

One of the great things about vans is how utilitarian they are, which is why Chrysler met with special vehicle outfitters at the end of July to show them what new Ram ProMaster can be made to do.

"While the new Ram ProMaster vans provide our hard-working commercial customers with numerous best-in-class features, some of our commercial customers, like those with limited mobility, require specialized equipment in order to continue working," said Chrysler spokesperson Ralph Kisiel.

So several upfitters that specialize in mobility equipment dropped by Chrysler headquarters, Kisiel said, "to show us mobility-equipped ProMaster and ProMaster City vans that will keep these customers in the workforce.'

"Both the ProMaster and the ProMaster City vans have been outfitted with adaptive equipment designed specifically to provide the limited-mobility commercial customer with the freedom to continue doing the work that they enjoy," said Commercial Van Product planning Manager Mike Pultorak. "With

**CONTINUED ON PAGE 3** 

## **BASF Suggests Five New Colors** For Automakers

A new level of normality is coming as North America bounces back from the recession and society embraces the unpretentious beauty of the "flyover states.'

At least that's what this year's BASF Coating Color Collection 2014/2015 report, "Under the Radar," predicts.

"Under the Radar' helps car companies predict the mood of a specific region and provides exterior coating recommendations that reflect the ideals that may become popular two to three years out," said Paul Czornij, technical manager for the BASF Color Excellence group.

"Noting many political, societal and technological references, we realized that the 'flyover states' and the Rust Belt regions are becoming increasingly productive in our post-Recession era.'

## Steel vs. Aluminum: Battle of the Giants Lightweighting is one way automakers are using to improve gas mileage. And one of the ways it's done is using new materials in vehicles.

Ford has made a big leap forward with the use of aluminum panels on the 2015 F-150 truck, said Ronald Krupitzer, vice president of the automotive market for the Steel Market Development Institute (SMDI).

But, he added, steelmakers have kept up with demand by

versions of steel.

"It seems like all my time is spent going to conferences talking about new materials in cars and the effect of these materials on repair," Krupitzer said.

"What we want to make clear is that steel is not a 'stationary' target. Steel evolves to meet the needs of our automotive customers."

For example, Krupitzer said, in the 1970s, automakers were very concerned about corrosion, so making lighter and stronger steelmakers started making gal-

vanized steel that could be put in cars to fight rust.

In the 1980s, automakers became concerned about vehicle safety, so steelmakers developed high-strength steels that made cars tougher.

Now, Krupitzer said, the watch word is "lightweighting." Simply put, it means making vehicles lighter because lighter vehicles get better gas mileage, and steelmakers have come through

CONTINUED ON PAGE 8

## **Corvette Love Affair Lingers as The Vette Shop Flourishes**

#### by Jim Stickford

Detroiters love Corvettes. Just ask Gary Oakie, owner of The Vette Shop on Kelly in Clinton Township.

#### "I didn't want to compete with Jon after he had been so nice to me, so I opened up a regular collision shop in Roseville," Oakie said.

That business became known

last The Vette Shop to investors a came available and I snapped it few years after he stopped working there. They kept the place running for a couple of years, but it eventually closed down.

"The name, The Vette Shop,

up.'

Oakie didn't start up shop right away. He sat on the name until one of his employees, Paul Wozny, suggested that there was

**Ronald Krupitzer** 

The five local theme colors Czornij said automakers mav consider in North America for model year 2018 vehicles are:

• La Garra Charrua - a light blue color representing "an unpretentious look at mother nature reminiscent of the prairie spaces in middle America.'

• Haymaker - a rich orange that "seems dirty, but upon a second glance, sparkles much like the charm of a rusty factory in one of America's Rust Belt cities."

• Fitted Green – a soft green "exemplifying the look of fresh mowed grass and a gentle reminder of a simpler, sustainable life."

Oakie got his start fixing cars before he was a teenager. He eventually got a job at one of the two original The Vette Shop out-

lets back in the 1980s.

"I got to know Jon Sheppard (the owner)," Oakie said. "I got my first job at a repair shop when I was 12 and learned on the job. I started working for Jon back in 1984 and worked for him for four years."

By the time Oakie was 23, he decided to branch off on his own and open his own repair shop.

"I was studying to be an engineer at Lawrence Tech and working at Jon's Vette Shop in Roseville," Oakie said. "I had gotten that job after a mutual friend of ours said I was a good car painter."

Oakie painted that friend's car at Sheppard's shop and when Sheppard saw the quality of his work, he hired Oakie.

Township.

Oakie said Sheppard sold the So after it closed, the name be-

as The Body Shop Inc., which was only registered with the a niche that could be filled by eventually moved to Clinton state of Michigan," Oakie said. "It The Vette Shop. wasn't copyrighted or anything.

CONTINUED ON PAGE 10



Gary Oakie stands with a 1982 Corvette, left, and a 1992 Corvette at his business, The Vette Shop.

#### Go to DetroitAutoScene.com for this week's edition and links to the ads

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## Claims Now Being Accepted in Faulty **Ignition** Cases

By The Associated Press

A fund set up by General Motors to pay for deaths and injuries caused by its vehicles with faulty ignitions is accepting claims.

The five-month filing period that began Aug. 1 is part of the fallout from General Motors' recall of 2.6 million small cars that began in February.

That recall forced General Motors Corp. to acknowledge it knew about the defective switches for more than a decade and triggered a sweeping safety review that has resulted in a series of additional recalls. About 29 GM vehicles have been recalled this year.

Drivers, passengers and pedestrians killed or hurt by one of the defective GM vehicles can file a claim through Dec. 31.

GM has already absorbed a \$400 million charge to cover the potential payments to be made by the fund.

The bills could run even higher because the fund has no cap. The Detroit-based company advised investors last month that it might have to set aside an additional \$200 million to compensate the victims of its blunders.

About 40 claims had been filed by late evening of Aug. 1, said Camille Biros, a spokeswoman for the fund's administrator, Kenneth Feinberg.

GM has traced 13 deaths to the defective switches, but some members of Congress investigating the problems peg the death toll at nearly 100 people.

The defective vehicles covered by the fund cover a range of GM vehicles, including the Chevrolet Cobalt and Saturn Ion. The ignition switches in those cars could suddenly slip from "run" to "accessory," causing engines to stall. That causes the power steering to shut off, making cars harder to control and disabling air bags in crashes.

Suzuki Recalls Cars with Possible

## **GM Designers Set Up Shop** For Woodward Cruise

by Jim Stickford

Sometimes it's just good to show the world just what you can do. And that's just what employees of GM Design Team are doing on Wendesday, Aug. 13, with their "Design on Woodward" show.

The event, said GM spokesperson Pam Flores begins around noon with a caravan of cars going from the GM Tech Center in Warren to the corner of 13 Mile and Woodward.

There, Flores said, the Design Center employees set up the "Design on Woodward" display.

The cars you see will range from classics of the 1950s and 1960s to modern Stingrays," Flores said. "A lot of our designers buy the cars they've helped design, so you'll see some new Stingrays. But you'll also see some classic cars that our designers have purchased and restored. They really get them looking good."

Flores called "Design on Woodward" a fun event for people looking to do something before the Woodward Dream Cruise officially starts.

The parking lot at 13 and Woodward where the event is held is owned by Beaumont Hospital.

"They let some group use the parking lot every year as long as that group makes a donation to a local charity," Flores said. "I think that's really generous of them. This year the money raised from 'Design on Woodward' will be donated to the Boys and Girls Clubs of South Oakland County. They are based in Royal Oak.'

Every year, Flores said, three t-



Adam Scenna's design

shirts are designed to honor that vear's show. Each different logo is meant to emphasize a different aspect of "Design on Woodward."

This year, the "vehicle" shirt logo was designed by Jose Gonzalez, who was lead designer on the CR-7 Corvette.

The "speed" shirt logo was designed by Paul Arnone, senior creative designer, and the 'Woodward" logo was designed by Adam Scenna, creative designer, Brand Identity.

"Paul's in charge of the shirt and he just asked me if I wanted to design the logo for the CR-7 Corvette shirt," Gonzalez said. 'They like to feature GM's 'hottest' car on the vehicle shirt and this year it's the CR-7, so they came to me. I was happy to do it.'

The shirts cost \$12 a piece and are sold only to GM Design Center employees.

as there are orders," Flores said. "We don't want a situation where, say, 100 shirts are printed and we only sell 50. 'Design on Woodward' is an event put on by the employees of the Design Center. It's not sponsored by the company.'

Paul Arnone created this logo to emphasize speed.

Jose Gonzalez made this logo to honor the CR-7 Corvette.

RPM / 100

Des

Unfortunately for Gonzalez, he didn't keep his eye on the ordering deadline and failed to place

"We only print as many shirts an order one of the shirts in time to get one.

"I wasn't paying attention," Gonzalez said. "So I missed the order deadline and didn't even order a shirt with my logo. I'm sure they'll have an extra one."

Gonzalez said he's looking forward to this year's show. He isn't bringing a vehicle, but he is working on a classic car right now, so "maybe next year."

## Volt Puts Charge in MBAs Across America Program

Chevrolet is providing 12 extended-range electric Volts to help expand a unique program that matches local entrepreneurs and MBA students committed to revitalizing small businesses across America.

MBAs Across America launched last year when four first-year Harvard MBA students drove 8,000 miles across the country, offering free business counseling to local entrepreneurs. With the success of their journey, two of the original team members expanded the program into a nonprofit organization.

Eight MBA teams from Babson, Columbia, Harvard, Stanford, University of California Berkeley, and University of Michigan will visit 25 cities, including Detroit, this summer helping nearly 50 small businesses.

"Detroit is the spiritual birthplace of MBAs Across America, so it is fitting that our movement enters its second year thanks to the visionary support of GM an iconic American institution that we fundamentally believe will help lead the resurgence of Detroit in the years to come," said Casey Gerald, founder and chief executive of MBAs Across America.

'We are inspired by GM's work in the Motor City, and thank them for their support in powering our teams' journeys in Chevy Volts.'

The MBA students will help seven Detroit metro area businesses: Detroit Empowerment Plan, Ellis Island Tea, EliTea, Oakland Living, the Social Club Grooming Company, Social Sushi, and Sweet Potato Sensations.

Sebastian Jackson, founder of the Social Club Grooming Company in Detroit, was among the first entrepreneurs the MBA students worked with in 2013.

Since working with MBAs Across America, Jackson has tripled the revenue of his hair salon and recently received a \$100,000 no-equity investment from a local investor.

Among the people who attended the event were Detroit business owner Elias Majid of Eli Tea and MBA Across America team members Sam Wollner and Annie Koo, who had the chance to speak with General Motors CEO

Mary Barra.

"We wanted to help enable the vision of MBA students, entrepreneurs, and catalysts coming together to make America stronger, one community at a time," said Barra.



## Considering a Pension Payout?



## **Fire Problems**

DETROIT (AP) - Suzuki is recalling nearly 26,000 midsize cars in the U.S. because the daytime running light modules can overheat and could cause a fire.

The recall covers the Verona from the 2004-06 model years. It's an expansion of an earlier recall of the Forenza and Reno.

All the cars were made by General Motors in Korea. Suzuki says in documents filed July 29 with government safety regulators that a transistor in the modules can overheat in the instrument panel. That could melt the module, which could cause a fire. Suzuki says there were no fires reported in Verona models.

Dealers will replace the modules for free. Owners will be notified later. American Suzuki Motor Corp. filed for Chapter 11 bankruptcy protection in November of 2012 and stopped selling automobiles in the U.S.

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## **Detroit Auto Scene**

AUGUST 11, 2014

"FIRST IN THE HEART OF DETROIT SINCE 1933"

## **Chrysler Ensures** Good Fit for Those With Disabilities

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these vans, we're showing what is possible. These are just two examples of how our full-size and compact ProMaster vans can be adapted to fit the specific needs of these commercial customers."

The ProMaster City, smaller than ProMaster, is "right sized" for an urban environment, Pultorak said, and personal use. It is equipped with a rear lift for a motorized scooter, power front seats that swivel and extend out of the van to aid in entry, adaptive driver hand controls and right side adaptive foot controls.

'The rear power lift not only lifts the scooter, but also slides it into the van for enclosed transportation," Pultorak said. "The scooter is stored in the rear without having to eliminate the second row of seating.'

The ProMaster full-size van features a locking mechanism for a wheelchair behind the driver's seat. The power driver's seat has been adapted so that it swivels sideways and elevates to the same level as the wheelchair making the transfer easier from wheelchair to driver's seat.

The van is equipped with hand controls for acceleration and braking. Wheelchairs would enter the van by using a power sliding side door and power lift. The van is also equipped with rear shelving units providing storage for a Mobility Work Van, said Pultorak said.

The Ram Truck brand and Chrysler's Automobility Program displayed both of these vans at the weekend's 38th annual Association for Driver Rehabilitation Specialists (ADED) Conference in Buffalo, N.Y., Aug. 1-5, Kisiel said. The conference was, in part, for driving instructors who evaluate adaptive equipment needs for drivers with disabilities.



**Commercial Van Product Planning Manager Mike Pultorak demonstrates** how to transfer from the wheelchair to the swiveling power driver's seat in the ProMaster full-size van.

## **New Car Prices on the Rise**

The analysts at Kelley Blue Book www.kbb.com reported Aug. 1 that the estimated average transaction price (ATP) for light vehicles in the United States was \$32,556 in July 2014.

KBB analysts noted that newcar prices have increased by \$662 (up 2.1 percent) from July of 2013, while dropping \$41 (0.1 percent) from July of 2014.

"Overall, the industry continues to see average transaction prices rise at a solid pace," said Alec Gutierrez, senior analyst for Kelley Blue Book. "Truck and utility vehicles are the major pecially among domestic automakers.

'Increasing share of luxury vehicles also has played a role as sales in that segment have led the growth in the overall industry so far this year. With consumer confidence on the rise in July, shoppers are clearly willing to spend a little extra on the vehicle they want."

**MAINTENANCE SPECIAL** 

## **BASF Suggests Five New Colors for Automakers**

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• Gray Elevator – a dark silver that "has an imprint of American culture woven through it as the tone harkens to a connected world where people come together."

• Take 10,000 – a brownish color with a lot of sparkle that "reminds individuals to remember the specialness of natural experiences."

The North American local theme focuses on today's individuals who are innovating in the most unlikely areas, Czornij said. For example, once a cash-only model, farmer's markets are now offering credit card capabilities. The "cottage industry" is another example as individuals are harking back to a simpler time and developing low-key solutions that advance society through modest, yet sustainable models.

"The colors we've chosen will highlight a car's beauty and create a strong color memory while reflecting both the driver's desires and the North American consciousness," said Czornij.

"Under the Radar" also presents 60 other colors representing worldwide automotive color trends, pulling expertise from studios in North America, Asia-Pacific and Europe, said BASF spokesperson Susan Jackson.

Through intensive collaboration, the teams provide automotive customers with global trends and regional differences in the world of color.

The global theme of the latest color trend forecast, "Under the Radar" indicates a budding trend.

The choices of automotive colors will reflect an increased consumer demand for differentiation and individuality, Czornij said. Bright colors, as well as warm-influenced colors in new metal effects, will enrich the color portfolio of the cars of tomorrow, he said.

### **Dillon Makes** Surprise Pit Stop At Orion Assembly CONTINUED FROM PAGE 1

procedure, Bonelli said.

"As an avid NASCAR fan, it was a pleasure hosting Austin and his team," said Steve Brock, Orion Assembly plant manager. "I can tell he really enjoyed seeing this side of the business from the excellent questions he asked during the tour."

After his tour of Orion Assembly, Dillon addressed plant employees at a stand-up rally.

He fielded several questions from the audience and met with many of Orion Assembly's NASCAR racing enthusiasts. Bonelli said.

"We had a good few of our employees who are NASCAR fans," Bonelli said. "They took advantage of the opportunity to speak with Dillon. They were excited to be able to talk with a real NASCAR and Team Chevrolet driver at the factory where they work."

The plant visit concluded with an employee drawing where the prizes were items autographed by Dillon, Bonelli said.





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#### DETROIT AUTO SCENE

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## Artist's Giant Motorcycle Finds Home on Van Dyke

#### by Jim Stickford

Your eyes won't be deceiving you if you're driving along Van Dyke and see a giant motorcycle.

Sitting in front of Detroit Motorcycles on Van Dyke in Center Line is a larger-than-life-sized replica of a motorcycle.

No, it's not for riding.

"That's a sculpture," said Detroit Motorcycle owner Dale Archambault. "It was created by a guy named Ron Finch."

Finch, Archambault said, is well-known within the motorcycling community as bike builder. He is a member of the International Master Bike Builders Association's Hall of Fame. His work has been featured on the Discovery Channel's "Biker Build-Off" show.

"Ron works out of Pontiac and is a real artist," Archambault said. "He built a giant motorcycle as a piece of sculpture and eventually sold it. He built the second

one for an art show in Grand Rapids.'

Once the show was over, Finch needed a place to store the sculpture. That's where Archambault comes in.

'We keep the sculpture out in our parking lot during the day,' Archambault said. "We bring it inside over night and during really bad weather. When people ask me if it's for sale, I tell them that Finch is an artist, but he also has to make a living, so I assume it

Rosezella Lovalvo operates the store's clothing department. She said that she is often asked the question of whether the sculpture is actually a working motorcycle.

"That just makes me laugh,' Lovalvo said. "But to be fair, there are a lot of novelty bikes out there that actually work. And Finch put in propane tanks in the sculpture, so it's possible to have flames shooting out the exhaust

Ron Finch's motorcycle sculpture is on display at Detroit Motorcycle in Center Line.

#### pipes."

Archambault said the sculpture does act as a good advertisement for the store.

"People drive by, see the sculpture and stop to get a better look at it all the time," Archambault said. "Some decide to come inside and see what else we have to sell.

"What really cracks me up is

ANUC Root M-1/A

seeing people pull out their cell phones and try to take a selfie with the entire sculpture in the background of the shot.'

Because the sculpture is mounted on a trailer it is mobile and Finch is able to take it to motorcycle shows whenever he wants.

"The sculpture has been to all sorts of interesting places," Archambault said. "But the best chance people have of seeing it is here at Detroit Motorcycle."

## Vipers to Make **Cruise Showing**

The Woodward Dream Cruise gives car collectors a chance to shine and this year the Motor City Viper Owners club is meeting at the corner of Woodward and 13 Mile from 6 p.m. to 9 p.m. on Thursday, Aug. 14.

Those wishing to view the club members' Vipers can also enjoy a summer cook-out at the hospitality booth that will be set up.

There will be 60 different Vipers on display at the site, which will also have display space for other Chrysler vehicles. It is open to the public.



## **FANUC America Donates Robots, Software to OU**

gan-based supplier of robotics automation will provide Oakland University students with cuttingedge technology in the fields of robotics and advanced manufacturing.

FANUC America Corporation recently presented Oakland University with a gift-in-kind donation of robots, software and 2D iRVision equipment representing an industry value of \$474,398.

The gift promises to enhance the university's academic offerings and boost its impact on the regional economy, said university spokesperson Brian Bierley.

"We are very excited to have state-of-the-art equipment to support our Robotics and Automation program labs," said Louay Chamra, dean of OU's School of Engineering and Computer Science.

The donated equipment will be used to educate the next generation of engineers in order to provide the talent needed in industrial robotics and advanced manufacturing."

The gift will support development of an Industrial Robotics and Automation program within OU's Department of Electrical Computer Engineering, and

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eat fresh.

A gift from a Southeast Michi- which will train engineers for high-demand jobs in the field. Many of those jobs are located in Metro Detroit as the area is home to world-class robotics and automation companies.

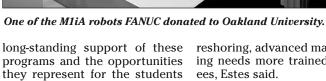
Oakland University's partnership with FANUC America is a "win-win" for industry and academia, according to Khalid Mirza, Ph.D., visiting assistant professor of engineering at OU.

"Our School of Engineering and Computer Science is committed to building a strong and relevant program in Industrial Robotics and Automation," Mirza said.

"We have formed an advisory board so industries can directly provide us expertise and support for curriculum development, program development and strategic planning.

"We are proud to have FANUC America join the board and look forward to a successful and mutually beneficial relationship. The FANUC America headquarters in Rochester Hills is located right next to OU and gives us a unique opportunity to work closely with them."

Mick Estes, general manager at FANUC America, said, "FANUC America is excited to expand its



they represent for the students at Oakland University. Working together and sharing

industry-leading innovative technology is what will make the difference in narrowing the skills gap in manufacturing."

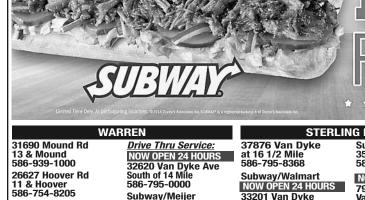
With an aging workforce and from production growth

reshoring, advanced manufacturing needs more trained employees, Estes said.

To be effective, students must learn the critical skills businesses need on the industry's leading equipment as well as have sufficient training on that equipment to ensure concepts and procedures are understood and committed to memory.









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#### and Marc Goossens captured the victory at Road America in the No. 91 Dodge Viper SRT GTS-R, while Bomarito and Wittmer were also in contention for the win. Using differing fuel strategies, the No. 91 Viper team was able

fourth.

to save fuel to take the checkered flag due to a late-race caution. Had the race stayed green, the No. 93 Viper would have been in position to win with ample fuel if the leaders had pitted.

## Hemi Race Team **Comes Close at Hot Rod National**

Top Pro Stock qualifier Allen Johnson and last year's Funny Car national event winner Matt Hagan took their respective Hemi-powered Mopars to semifinal finishes at the scenic tree-lined Pacific Raceways track near Seattle, Washington, for the 27th annual National Hot Rod Association (NHRA) Northwest Nationals on Aug. 3.

From his top-seeded position on the eliminations ladder, Johnson had hoped not only to take his Magneti Marelli Offered by Mopar Dodge Dart to the winner's circle for a fifth time this season but also from second place to the points lead with the absence of his rival and category leader Erica Enders-Stevens from the last two national events.

posting the lowest After elapsed times in each of four qualifying session, the odds were certainly in Johnson's favour. Following a bye in the first round, Johnson posted a 6.569-second run at 201.87 mile per hour to beat Dave Connolly's 6.589 sec / 210.28 mph pass in the second round to advance to a semifinal match against Greg Anderson. But Johnson's hopes to close out the three event NHRA western swing on a winning note and ahead in points were dashed when his factory hot road lost power due to a mechanical glitch after the 60 foot mark in his showdown contest with Anderson. "One little mistake got us but you know we had a great car all weekend, a great team, great runs, great power and something to really work with," said Johnson who remains second in the Pro Stock standings and just 32 points behind the leader with two national events left before the NHRA "Countdown to the Championship" playoffs begins.





## **Chrysler's Second Quarter Earnings Top Last Year's**

DETROIT (AP) – Chrysler remained on the comeback trail with a 22 percent second-quarter profit increase, but U.S. investors may not get a chance to buy shares of the company if a planned merger with Fiat gets scuttled.

Shareholders of Fiat, the majority owner of Chrysler, overwhelmingly voted two weeks ago to merge the two companies.

But on Aug. 6, Fiat shares fell 5.5 percent in Italy due to concerns of some that the merger could be derailed by investor flight.

The merger would move the new company's tax headquarters to London and list its shares on the New York Stock Exchange. It could be completed by mid-October.

But one important hurdle remains. Italian law gives dissenting shareholders the right to cash out. If they require the company to buy back stock worth more than 500 million euros, the merger is off.

The Italian market drop reflects concerns that the payout, which has been set at 7.727 euros a share, or 16 percent above the August 6 close, will exceed Fiat's ceiling.

Sergio Marchionne, CEO of both Chrysler and Fiat, said Aug. 6 that fear of the merger being scuttled is overblown.

If the merger doesn't happen as planned, joint operations would continue, and Fiat would return with another proposal when conditions are more favorable, he said.

"I am absolutely unfazed by all of this," said Marchionne.

Marchionne's comments came after Chrysler reported a relatively strong performance for the quarter, with profits fueled by rising U.S. sales.

The company made \$619 million in the second quarter, compared with \$507 million in the second quarter a year ago. Revenue rose by a rate of 14 percent over the same time last year to \$20.5 billion.

But Marchionne also said he was not satisfied with the results, indicating that the next phase of Chrysler's revival would be to improve its profit margin – the percent of revenue that it gets to keep.

Chrysler's margin lags behind its Detroit competitors and parts supply companies.

Some automotive parts makers are reporting double-digit margins, while Chrysler is around 4 percent.

Marchionne said Chrysler will seek cost reductions from suppliers. But he cautioned against squeezing the company's suppliers too much because that practice can hurt vehicle quality and ultimately cause financial troubles.

The company also expects to make more money as it replaces older products, which it had to discount sharply to sell.

Marchionne also said Chrysler has passed up Jeep sales in the U.S. in order to send vehicles overseas to build the brand.

But that practice of heavy discounting will be ending because it is hurting profit margins, Marchionne said.

Chrysler reported that worldwide sales grew 12 percent to 723,000 vehicles, with much of the increase in sales of the new Jeep Cherokee SUV and Ram pickup. The company raised its full-year forecast for worldwide shipments by 100,000 vehicles to 2.8 million cars and trucks.

The merger would create the new company – Fiat Chrysler Automobiles, or FCA. It's been in the works for five years since Fiat took a 20 percent share of Chrysler as it emerged from bankruptcy.

As of Aug. 5, Fiat had not received any requests to buy back shares, but such requests can be postmarked as late as Aug. 20.

## Dow and LORD Together Create New Auto Adhesive

Two automotive suppliers, Dow Automotive Systems, a business unit of The Dow Chemical Company, and LORD Corporation, have entered into a commercial agreement to bring a new solution, Fusor 2098 crash durable structural adhesive, to the North American automotive aftermarket.

Backed by Dow Automotive BETAMATE 2098 structural adhesive and LORD Corporation's extensive distribution network, Fusor 2098 is quickly gaining OEM approval for use on aluminum and steel structures, said Dow Auomotive spokesperson Chris Swart. The product requires little prerepair preparation, adheres to a wide range of base substrates like aluminum and steel, applies easily with Fusor 313 or 314 applicators, retains profile stability after extrusion and offers a working time of nearly 90 minutes. Benefits, Swart said, include excellent corrosion protection in gaps and flanges, adhesion to most metals and alloys, weldthrough ability within 60 minutes and improved body stiffness and safety performance. "The industry need for an OEquality metal bonding solution is immediate and significant," said Steve Henderson, president of Dow Automotive. "We chose to work with LORD Corporation because they are the leader in crash body repair infrastructure. They know how to deliver solutions to repair facilities and they provide the right support. Our

work on this product has come together quickly and easily, which will soon benefit North American repair shops and vehicle owners."

"The need for a crash durable, OEM-approved aluminum and steel repair adhesive is no secret in the automotive industry," said Doug Lorenz, president, Automotive, Industrial and Electronic Assembly at LORD Corporation. "This commercial relationship with Dow Automotive will bring our customers the best product and fastest solution to return vehicles back to pre-accident condition. We look forward to working with Dow Automotive for many years to come." Swart said LORD Corporation is a diversified technology and manufacturing company that develops "highly reliable adhesives, coatings, motion management devices, and sensing technologies that significantly reduce risk and improve product performance." "For 90 years, LORD has worked in collaboration with our customers to provide innovative aerospace, defense, automotive and industrial solutions," Lorenz said. "With world headquarters in Cary, N.C. and 2013 revenues in excess of \$880 million, LORD has more than 3,000 employees in 26 countries and operates 16 manufacturing facilities and eight R&D centers worldwide. LORD actively promotes STEM education and many other community engagement initiatives."

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Price includes any and all rebates & discounts assigned to dealer. Payments are plus tax, title and plates, security deposit may be required by lender. Financing thru Chrysler Capital. "For qualified Chrysler Employee. "Price includes a discounts assigned to dealer. Payments are plus tax, title and plates, \$195.00 due at signing on the 500 Sport. Non-Employee price, sliphtly higher. Financing thru Chrysler Capital. Vehicles shown may not be actual vehicle. Due to advertising deadines programs subject to change.

## **Cadillac Untangles Cords** With Wireless Charging

Reducing clutter and adding function, Cadillac will add wireless charging of smartphones in the 2015 model ATS sport sedan and coupe launching this fall.

Compatible with Powermat and other in-phone wireless charging technologies, the feature eliminates the need for cords on board, said Cadillac spokesperson David Caldwell.

"A recent survey from IHS revealed that 70 percent of consumers charge their mobile phone at least once per day, with 30 percent charging more than once," said Ryan Sanderson, associate director, Power Supply & Storage Components at IHS Technology.

"This is driving demand for charging access in multiple locations throughout the day, something wireless charging can address in a more convenient way than the consumer having to carry one or more wired chargers around with them on a daily basis."

Following its introduction into the 2015 ATS, wireless charging technology will be added to the CTS sport sedan this fall and to the Escalade SUV at the end of 2014.

"With 4G LTE capability and now wireless charging, Cadillac is embedding conveniences that have quickly become essential customer needs," said Ken Kornas, ATS global product manager. Powermat enables the phone to simply sit on a rubberized pad. The battery is recharged by means of an electromagnetic field. An increasing number of smartphones have wireless charging either embedded or as an option. The wireless charger GM and Powermat created accommodates the majority of these enabled devices.



Charge phones without wires

"Our lifestyles have evolved in a more mobile way than ever before and with that comes an even greater need for access to power in those places where we spend the majority of our time," said Powermat CEO Ran Poliakine.

"Our integration into the Cadillac ATS is only the first step in the evolution of portable power in places that include your car, your coffee house and even your favorite sporting arena.'

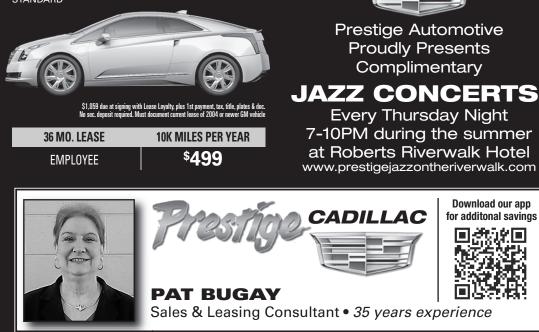
The wireless charging feature will be located inside the storage bin behind the fully motorized center instrument panel faceplate of the ATS. This location creates a convenient option for drivers so they can keep their hands on the wheel, Caldwell said. Using Bluetooth, a driver can pair his or her phone to the vehicle and enjoy many of the connectivity elements of the mobile device while it is both out of the way and charging.

Cadillac CUE is the centerpiece of the ATS Coupe's in-vehicle technologies, Caldwell said. For 2015, CUE includes new enhanced content such as a Textto-Voice feature for smartphone users with Bluetooth profile (M.A.P.), which reads incoming texts through the car's speakers. Using the feature requires a compatible smartphone with Bluetooth profile and applicable text messaging feature.



36 MO. LEASE	MSRP \$38,530
JO WO. LEASE	
EVERYONE	\$346
FRIENDS & FAMILY	<sup>\$</sup> 337
EMPLOYEE	<sup>\$</sup> 299

## 2014 ELR COUPE





36 MO. LEASE	MSRP \$36,870
EVERYONE	\$354
FRIENDS & FAMILY	\$344
EMPLOYEE	\$ <b>304</b>



Employee-\$1,349 and all others-\$1,645 due at signing plus tax, title, plate & doc. No sec. deposit. Must document current lease of 2004 or newer GM vehicle.

36 MO. LEASE	MSRP \$45,525
EVERYONE	<sup>\$</sup> 457
FRIENDS & FAMILY	<sup>\$</sup> 449
EMPLOYEE	\$399





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## **JAZZ CONCERTS!**

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Showroom Hours: Mon. & Thurs. 8:30 a.m.-8 p.m. • Tue., Wed., & Fri. 8:30 a.m.-6 p.m. • Sat. 10 a.m.-4 p.m. 8333 EAST 11 MILE ROAD • I-696 & VAN DYKE • 888-548-8939 Visit our website: www.PrestigeCadillac.com for all our specials \* Tax, title, license and dealer fees extra. No security deposit required. Mileage charge of \$.25 per mile over 30,000 miles. GM Financial must approve lease. Lessee pays for excess wear and tear charges. All applicable rebates to dealer. Photo may not represent actual vehicle. ATS, CTS, XTS & ELR must show proof of current lease of a 2004 or newer GM vehicle and lease eligible new 2014 Cadillac. 0% up to 60 months on approved credit on select vehicles. See dealer for details. Take delivery by 9/2/14.





## **Steel vs. Aluminum**

#### CONTINUED FROM PAGE 1

#### again, he said.

"SMDI works with automakers and we have developed lightweight, but strong steel that can be used to lightweight today's vehicles," Krupitzer said.

But the development of new steels goes beyond just their creation. Once a new steel is developed, both steelmakers and automakers have to determine just what the repair requirements are.

"We worked with GM's repair experts to come up with the guidelines and stats for repair of these new steels," Krupitzer said. "When we started 10 years ago, the lightweight steels were new. You just can't treat these new steels like the old ones. You have to develop standards, but now that lightweight steel is common, it's no big deal."

One advantage to steel, Krupitzer said, is that repair facilties have the equipment to work on it. Other new materials

## **GM's Hall Will Succeed SMDI's VP Krupitzer**

Dr. Jody N. Hall will succeed Ronald P. Krupitzer as vice president of Automotive Market for the Steel Market Development Institute (SMDI).

Krupitzer, who has held the position for 13 years, will retire at the end of the year.

SMDI is a business unit of the American Iron and Steel Institute (AISI).

Dr. Hall, is a former technical integration engineer at General Motors Company's Global Body Manufacturing Engineering Center in Warren.

Thomas J. Gibson, president

might require the purchase of new equipment and the retraining of staff so that they can work on the new materials.

"I know Ford is subsidizing repair facilities so that they can work on aluminum," Krupitzer said. "But I don't want to say anything bad about Ford because even the new F-150 uses a lot of lightweight steel in the frame.

"It's a shame," he added jokingly, "that they had to cover up all that steel with aluminum body panels."

So, Krupitzer said, even with the development of new materials to lightweight vehicles, steel is sticking around.

The steel industry is working with automakers to continue to develop newer versions of steel to meet the auto industry's needs.

"We're very interested in what Chrysler and GM are going to do now that Ford had introduced aluminum to the mix," Krupitzer said. "Will they match the F-150's fuel economy with steel?"



Dr. Jody N. Hall

ing techniques in automotive applications.

Hall, said SMDI spokesperson Deanna Lorincz, has led the way in manufacturing engineering innovations in her roles on the GM Global Sheet Metal Specialists Team, Auto/Steel Partnership, Galvanizing AutoBody Partnership, and the Advanced Steel Processing and Products Research Center (ASPPRC) at Col-

Among other accomplishments, she has evaluated new auto technologies for implementation, including new sheet steel manufacturing processes, developed business cases and action plans for deployment of key new technologies, and led global project im-

"I'm looking forward to leading SMDI's Automotive Team and to the many opportunities and challenges the industry presents," said Hall. "It's an exciting time to work in automotive materials and help define the path for automakers to achieve their fuel

## Woodward Dream Cruise Sets Event Times

are gearing up for this year's 2014 Woodward Dream Cruise, scheduled for Aug. 14-16.

For those with a voracious appetite for fun-and-cars, here's a schedule of Cruise happenings.

#### **BERKLEY** -

Friday, Aug. 15:

• 6-9 p.m.: Kid's Inflatable Zone, 12 Mile Road/Tyler;

• 6:30-7:30 p.m.: Berkley's Classic Car Parade, 12 Mile Rd. between Coolidge & Greenfield;

• 7:30-9 p.m.: Tri-Community Coalition Street Dance, 12 Mile Rd./Griffith:

• 7:30-11 p.m.: Live Music, "The Magic Bus," Main Stage: 12 Mile Rd./Robina;

All Evening: Phillips Block Party featuring games, prizes, food and movies, 12 Mile Rd./Phillips, north corner;

All Evening: DTE Energy Booth featuring games and prizes, 12 Mile Rd./Griffith, south corner;

All Evening: Food Court, 12 Mile Rd./Robina, south corner & the Downtown Business District;

All Evening: Official Woodward Dream Cruise Merchandise, 12 Mile Rd. at Robina & 12 Mile Rd. at Woodward;

Post Parade: Classic Car Parking for viewing parade cars, Robina behind the Berkley Theater.

#### Saturday, Aug. 16:

 Official Woodward Dream Cruise Merchandise Booths at 12 Mile Rd. and Woodward, Edgewood, Catalpa and Cambridge.

#### **BIRMINGHAM**

#### Saturday, Aug. 16:

• 9 a.m.-9 p.m.: "Chevrolet at the Woodward Triangle," Old Woodward, North of Lincoln:

Auto enthusiasts everywhere casting LIVE, Old Woodward near 7:30 p.m; Lincoln;

> • 9 a.m.-7 p.m.: Birmingham Cruise Classic Car Show, Old Woodward between Merrill and

#### Lincoln. **BLOOMFIELD TOWNSHIP** Saturday, Aug. 16:

• Classic Car Show at Mercedes Benz of Bloomfield Hills, 36600 Woodward:

• Bill Wells Car Club Classic at Comerica Bank, 36440 Woodward

#### FERNDALE

#### Thursday, Aug. 14:

• West Nine Mile – 3-9:30 p.m.: Food Court, Kid's Play Zone, Ford Built Tough, Official Woodward Cruise Dream merchandise booth;

• Rock'n Live Entertainment Stage: City Beat at 5 p.m.; Shout!, a Beatles Tribute Band at 7 p.m.;

#### Friday, Aug. 15:

• West Nine Mile - Noon-9:30 p.m.: Food Court, Kid's Play Zone:

• Rock'n Live Entertainment Stage: Beside The Point, 1:30 p.m.; OIM Appear, 3 p.m.; Groove Band, 5 p.m.; and Ages Apart, 7:30 p.m.;

East Nine Mile:

• 1-8 p.m.: 14th Ferndale Emergency Vehicle Show;

• 5:30 p.m.: Lights & Sirens Cruise, from East Nine Mile to 11 Mile and back.

Saturday, Aug. 16:

West Nine Mile

• 10 a.m.-9:30 p.m.: Food Court, Kid's Play Zone, Ford Built Tough, Official Woodward Dream Cruise merchandise booth;

• Rock'n Live Entertainment Stage: Motor Honey, Noon; • 9 a.m.-9 p.m.: WOMC Broad- Crewsade 5 p.m.; and Magic Bus, East Nine Mile

#### • 10 a.m.-7 p.m.: 16th Mustang Alley and Ford Motor Company Showcase.

#### Pontiac Friday, Aug. 15:

• Oakland Press Classic Car Show, 10 a.m.-9 p.m., Lot #9 at the corner of Saginaw and Water; "Make the Loop" Entertainment:

• Huron & Woodward: Noon-9 p.m. with DJ Bill Young;

• Lot # 9: Noon-9 p.m., DJ Beth Shaddock;

• Hidden River: 6:30-8 p.m., Quincy Stewart & Trio band. Saturday, Aug. 16:

• Oakland Press Classic Car

Show, Lot # 9, 8 a.m.-9 p.m. "Make the Loop" Entertain-

ment: Huron & Woodward, 9 a.m.-9 p.m., DJ - Bill Young;

- Lot # 9: 9 a.m.-9 p.m., DJ Beth Shaddock;
- Hidden River: 1 p.m.-4 p.m., Gospel Fest;
- Hidden River: 6:30 p.m. 8 p.m., jazz band Charles Anthony & Company;

• 70 North Saginaw (Courthouse): 6 p.m.-8 p.m.: Zumba & Happy Feet Contest:

• McLaren Circle: 7:30 p.m.-9 p.m. Motown Review.

**Roval Oak** 

Saturday, Aug. 16:

"Cruise In Shoes" 5k Run/Walk, presented by First Merit Bank http://www.cruiseinshoes.com.

• Northwood Shopping Center: Classic Car Show;

• Memorial Park: Jackson's Food Court and GM Performance event.

## **GM China Supplier's Plant Explosion Kills 75**

By JACK CHANG Associated Press

BEIJING (AP) – The death toll in an explosion at a Chinese auto parts factory has risen to 75, as investigators fault poor safety measures and news reports reveal that workers had long complained of dangerous levels of dust at the facility.

Metal dust produced from polishing steel hubcaps ignited the morning of Aug. 2 at the factory in the eastern Chinese city of Kunshan, causing an explosion that destroyed almost the entire roof of the plant, city officials said

More than 200 workers were at the factory at the time of the blast, China's most serious industrial disaster since a fire at a poultry plant killed 119 people in June last year.

The metallic dust stuck to the skin of workers, burning between 50 and 90 percent of their bodies, said Liu Wei, deputy chief of the health bureau in the city, located in Jiangsu province, about 600

cific safety measures that were not followed.

A dust explosion is caused by the fast combustion of particles suspended in air in an enclosed space. The particles could include dust or powdered metals such as aluminum. They would have to come into contact with a spark such as fire, an overheated surface or electrical discharge from machinery.

Such explosions have been blamed for other deadly fires in China. In 2012, a dust explosion at an aluminum lock polishing workshop in the eastern city of Wenzhou killed 13 people and injured 15. Three years earlier, aluminum powder exploded at an abandoned factory being rented out as temporary housing in the eastern city of Danyang, killing 11 people and injuring 20.

The factory involved in last week's blast is operated by the Kunshan Zhongrong Metal Products Company, which, according to its website, was set up in 1998 and has registered capital of \$8.8 million.

supplier to GM's global supplier Dicastal. We will closely monitor the investigation and, if asked, will provide any resources and information that can assist in this matter.

We have sufficient inventory of affected parts and do not expect an impact on production. We are working with our supplier to establish alternate processing capability.'

## **Auto Sector Adds** Jobs, Driving **Economic Growth**

WASHINGTON (AP) - Automakers helped drive hiring in July.

In a month when auto plants usually shut down to retool for next year's models, the sector added a solid 14,600 jobs, according to the government's employment report released Aug. 1.

That increase accounted for more than half the 28,000 manufacturing jobs added last month,





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miles southeast of Beijing

The blast killed 75 people, state media said. Another 186 people were injured, most with severe burns.

CCTV broadcaster State showed footage of large plumes of thick, black smoke rising from the plant, and news websites posted photos of the dead or injured lifted onto the back of large trucks, their bodies black, presumably from burns or soot.

A preliminary investigation showed that the blast was likely a dust explosion, said China's official Xinhua News Agency. Chinese newspapers reported that workers at the factory had complained over the past years about layers of dust gathering on their work tables, and poor ventilation in the facility.

Jiangsu's provincial government website said last week that initial investigations by the Kunshan city government found that the factory was at fault in the dust explosion. It did not list spe-

Its core business is electroplating aluminum alloy wheel hubs, and it supplies General Motors and other companies, the website said. Chinese state media said the factory was built with

Taiwanese investment.

GM confirmed that Zhongrong is part of its network of suppliers. "We can confirm Zhongrong is a supplier to GM's global supplier Dicastal," GM said in a statement.

Police took away five senior Zhongrong executives to assist in the investigation, officials said, without providing details.

In an email to the Tech Center News, GM China's Dayna Hart said, "We extend our deepest sympathy to the families of the victims and those injured in this terrible tragedy. As the authorities have noted, an investigation is under way.

The safety of our customers, employees and suppliers is a central principle of GM's business around the world. ZR is a the strongest such gain since November 2013.

Spurring the hiring has been stronger auto buying. Sales for Chrysler, Toyota, Ford and Nissan each rose by double-digits in July compared with the same month last year.

More people are borrowing to buy all of those cars and trucks. The Credit Union National Association said that among its members, auto loans for new vehicles have risen 19.4 percent yearover-year from June 2014.

A total of 209,000 jobs were added last month. The unemployment rate rose from 6.1 percent to 6.2 percent because more people began looking for work and were newly counted as unemployed.

Residential construction added 13.000 of the sector's 22,000 added jobs, even though home sales have been relatively sluggish. The architectural and engineering sector added 8,800. Retailers added 26,700 jobs.



## New GM BuyCard Makes Car Buying Easier

The BuyPower Card from Capital One, the rewards credit card that enables consumers to accumulate earnings toward the purchase of a new General Motors vehicle, launched a new promotional campaign on August 4 with digital, print and television advertising.

BuyPower Card-members receive 5 percent earnings on their first \$5,000 of net card purchases every year and an unlimited 2 percent on all other purchases. More information can be found at buypowercard.com.

"The BuyPower Card is one of the quickest and easiest tools to help put consumers behind the wheel of a new Chevrolet, Buick, GMC or Cadillac," said Chuck Thomson, general manager, GM Retail Sales and Marketing Support. "It offers rewards with none of the restrictions – no earning limits, no redemption caps, no earnings expiration dates and no annual membership fee."

A new 30-second television ad, created by MRM/McCann, will air on network and cable television starting next week. The spot opens with the question: "What if there was a credit card where the reward was that new car smell and the freedom of the open road?" followed by a description of the BuyPower Card's features.

The campaign is the latest component of a marketing strategy to rebrand the GM Card from Capital One as the BuyPower Card to better reflect its connec-

#### Corvette Lovers Have a Place to Go for Expertise CONTINUED FROM PAGE 1

"I liked the idea of getting into Corvettes because I have a passion for the vehicles and an eye for detail," Oakie said. "I then began to reinvent my business." He opened up the latest ver-

sion of The Vette Shop in 2013.

He credits the 2013 Woodward Dream Cruise for helping get the word out that the shop was back in business.

"The Wednesday before the cruise, there's the 'Corvettes on Woodward' show at the Radisson Kingsley Hotel in Bloomfield Hills," Oakie said. "Last year, I brought a bunch of business cards to the event and instead of just throwing them on the seats of the Corvettes there, where they would be mixed with a bunch of other business cards, I spoke with the owners."

By establishing a relationship with the Corvette owners, they took Oakie's card and remembered him when they needed help with their cars.

"Detroiters love Corvettes," Oakie said. "Not only do they love them, they are very loyal to them. I've had customers come in and tell me they bought their first Corvette in 1965, and then got another in 1975 and another in 1995. I have one customer who bought one in 2005 and when he brought it to the shop, it only had 22,000 miles on it. Corvette owners want their cars taken care of." Going to the Dream Cruise Corvette event was really cool. Oakie said. He even ran into an employee of The Vette Shop who worked there in the 1970s. "He saw my T-shirt with the logo on it and asked me how I know about The Vette Shop," Oakie said. "We got to talking about the old days. It was great. I got to talk to Corvette owners who came from as far away as California.' And Oakie is going to this year's 'Corvette on Woodward' event as well. "The people who go to that event are my kind of people -Corvette people," Oakie said.

tion to the Chevrolet, Buick, GMC and Cadillac brands. No changes have been made to the card's rewards program or to card-members' accounts or earnings.

GM spokesperson Ryndee Carney said the emphasis on the BuyPower Card name came about after the company's bankruptcy.

"We've been moving this way since then," Carney said. "The company has had a card of this type for about 20 years. In the past it was referred to as the 'GM' card, but we're moving away from that in an effort to promote the company's individual brands.

"After all, you don't say you bought GM. You say you bought a Buick or a Chevy or a Cadillac."

So, Carney said, since the bankruptcy GM has started issuing "Buick" cards, or "Cadillac"

cards, but not GM cards.

As to the affect on the public, Carney said that's not really an issue.

"The value proposition hasn't changed," Carney said. "It's often the case that when something like this happens and the value proposition remains the same, the public doesn't really pay attention. But the card program is good for GM and its dealers."

The reason being, Carney said, is because the cards help build loyalty. And GM is trying to build loyalty to brands, hence the change.

"Since we introduced the first version of the card about 20 years ago, we've issued about seven million of them," Carney said. "It's a great rewards program for consumers and it tends to create loyalty to the company and to our dealers."







## **New Manufacturing Techniques that Make** 2015 Ford F-150 Practical are Made Public

auto industry a peak at the details of how it developed, with structures that reduce material the help of the automaker's suppliers, the techniques used to create the all-new Mustang and F-150, during the Center for Automotive Research (CAR) conference in Traverse City last week.

As Ford embarks on its most aggressive product launch year to date, with 23 launches globally - 16 in North America - the company is looking to its suppliers to help differentiate its products in the global marketplace, while continuing to meet customer expectations for safety, quality, sustainability and technology, said Ford spokepseron Susan Krusel.

"As part of our One Ford plan, our suppliers are critical to creating profitable growth for all," said Hau Thai-Tang, group vice president, Ford Global Purchasing. "With the industry's highest product refresh rates, commitment to product excellence and innovation, and clear brand positioning, Ford is a preferred customer with the supply base."

At the CAR Management Briefing Seminar, Thai-Tang outlined several industry-first, Ford-supplier technologies that are being introduced on new 2015 products including:

• Quarter windows for 2015 Mustang 50 Years Limited Edition. Rather than a traditional plastic or metal louver that sits on top of the glass, Ford worked with Magna International to create quarter windows consisting of an industry-first louvered glass. The result is a modern homage to a classic design cue that is unique to the Mustang 50 Years Limited Edition.

• Hydroformed A-pillar and roof rails, 2015 Mustang. To deliver top performance with the most efficient headroom package and weight, Ford worked with Schuler and Midway to engineer the heaviest-gauge steel hydroformed A-pillar and roof rails. Through the collaboration, torsional stiffness increases 28 percent for the new car while the body-in-white is lighter than the previous model.

• Stronger, lighter highstrength steel frame, 2015 F-150. As part of Ford's collaboration with Metalsa, the company used so that decisions are made in tan-

Ford Motor Company gave the tailor-rolled blanks with variable material thickness, patented usage without decreasing perincreased formance, highstrength steel from 22 percent to 77 percent and improved joining to take more than 60 pounds out of the frame while improving rigidity and enabling higher towing and hauling ratings

 Segment-first LED headlamps, 2015 F-150. Ford collaborated with OSRAM and Flex-n-Gate to design an innovative fullsolid-state headlamp design that saves energy, is designed for longevity, and casts a much brighter and clearer light down the road than halogen or incandescent lamps.

A jewel-like optical cube channels light energy from a single LED chip to provide optimal lighting and visibility.

"Considering the impact suppliers have on our business, with 70 percent of the value of the vehicle being purchased from our supplier partners, our suppliers are critical to our ability to offer attractive solutions to our customers," said Thai-Tang. "Ford's Aligned Business Framework, which we introduced close to ten years ago, fosters an environment of transparency and will continue to guide our close relationships with our suppliers."

Ford has relationships with more than 1,100 production suppliers operating at more than 4,600 manufacturing sites that produce 130,000 parts for inclusion in vehicles the company sells, Krusel said. Because of the integral role its suppliers play in the company's overall growth and sustainability, Ford works to foster a business environment that is both creative and transparent, leading to new innovations and acceleration in the development of new vehicles.

A core component of Ford's strong supplier relationship, Krusel said, is its Matched Pairs system, an internal alignment initiative between its product development and purchasing departments.

Through the system, not only are the technical and commercial strategies aligned, but members from each department are paired

**M1 Repurposes GM Land** 

M1 Concourse has acquired an 87-acre former General Motors property on the northwest corner of Woodward Avenue and South Boulevard in Pontiac.

The property was acquired from RACER Trust, which was created in March 2011 by the U.S. Bankruptcy Court to seek buyers to invest in the redevelopment and reuse of properties owned by the former General Motors sky and his team and look for-Corporation before its 2009 bankruptcy, said M1 spokesperon Steve Keyes. M1 Concourse has preliminary site plan approval from Pontiac to construct a mixed use development targeted at the massive audience of people in Metro Detroit who like cars. When completed, M1 Concourse will be one of the largest automotive enthusiast destinations in North America, Oleshansky said, and will contain a 1.5mile performance track, 250 private garages, restaurants, an auto-focused shopping village and office space. "The response to our plans has been overwhelming since we first announced the project," said Brad Oleshansky, the Founder and CEO of M1 Concourse. "We're excited to begin preparing the land and proceeding with the development."

garages will be for sale officially in September 2014.

"We are appreciative of the support we have received from the City of Pontiac, Oakland County and the State of Michigan, as well as the RACER Trust. who believed in our concept from the beginning," said Oleshansky. "We congratulate Mr. Oleshanward to what promises to be a tremendous new development for Pontiac and Oakland County," said Elliott P. Laws, administrative trustee of RACER Trust. "This is great news both for car lovers and for the community as a whole, and represents an ongoing fulfillment of RACER's mission to bring new investment and jobs to the former GM properties in our portfolio." M1 Concourse recently partnered with Uniprop, based in Birmingham. Uniprop made a large equity investment in the project and will help with real estate development, construction and finance. "This is the perfect project for Uniprop as it draws on all of our core competencies, and we are excited about the potential M1 Concourse has to make a significant impact on Pontiac and the surrounding areas," said The first phase of private Uniprop's chairman Paul Zlotoff.

dem from the beginning.

This approach increases collaboration from product design through procurement, and simplifies communication by reducing the points of contact for each commodity. The alignment of the two departments means they share a common cost objective, and improves interaction with suppliers by allowing them to engage directly at the right level.

The Matched Pairs system is part of Ford's Aligned Business Framework, Krusel said. It enables supplier innovations to reach customers quicker by providing more robust tracking of new technologies, from idea to implementation.

The framework encourages more communication between suppliers and senior Ford leaders, offers greater opportunities to increase scale, and engages suppliers earlier in the product design process, Krusel said. Ford has more than 100 Aligned Business Framework suppliers.

Another framework initiative helping to spur supplier innova-



Ford and suppliers achieved stronger F-150 frames that are lighter.

tion is the Executive Business Technology Review, Krusel said. This allows Ford's senior leadership team from product development and purchasing to experience suppliers' latest technologies through a show-and-tell, and for Ford to potentially be the first automaker to introduce these technologies to drivers around the world.

Key technologies introduced through the review include Ford's hands-free liftgate, active park assist and lane-keeping system, which debuted on various

2012 and 2013 Ford vehicles. Ford will continue to leverage its Aligned Business Framework to provide a systematic structure for suppliers to introduce new technologies to Ford customers.

"Many technologies on the road today were developed as a result of our supplier relationships," said Thai-Tang.

'We will continue to strive to be our suppliers' customer of choice through our continued new product introductions and emphasis on technology excellence.'

## Catch Detroit Auto Scene when you're on the go.



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