# Detroit Auto Scene®

"FIRST IN THE HEART OF DETROIT"

**VOL. 86 NO. 14** 

ESTABLISHED 1933 AS NEW CENTER NEWS AND 1983 AS OAKLAND TECH NEWS

**APRIL 16, 2018** 



2018 Chevrolet Tahoe Midnight Edition

# **Successful SUV Tahoe Has** Midnight Black Styling

Chevrolet has unveiled the ceived by our customers who new Tahoe Custom Midnight Edi-

It is designed to be a rugged and stylish statement featuring a bold, black design and the superior capability customers expect from Chevy full-size SUVs, all at an outstanding value, said GM spokesman Kyle Suba.

"The introduction of the Tahoe Custom last year was well-re-

were looking for the capability of a full-size SUV with the added utility of increased rear cargo space," said Sandor Piszar, Chevrolet Trucks marketing director. "The Tahoe Custom Midnight takes the capability and value of the Custom trim and adds rugged, all-black features

CONTINUED ON PAGE 2

# **Mack Engine Honors Major Achievement**

FCA's Mack Avenue Engine Plant just had a milestone.

On March 28, the plant celebrated the production of the millionth V6 Pentastar engine, said FCA spokeswoman Val Oehmke. Production of the engine started at the plant only four years ago.

First introduced in the 2011 Jeep Grand Cherokee, the Pentastar V6 is the most advanced six-cylinder engine in the history of FCA US, with an ideal integration of select technologies that deliver refinement, fuel efficiency and performance, Oehmke said.

V6 engine family continues to be a testament to our powertrain engineering prowess," said Bob Lee, vice president - Engine, and Electrified Powertrain

**CONTINUED ON PAGE 5** 



Employees at FCA's Mack Engine sign the millionth V6 Pentastar produced at the plant since 2014.

# Detroit OEMs Display Their Latest Tech at SAE's WCX



Dowd at the recent WCX event with GM's autonomous test vehicle.

# **GM Autonomous Test Car Proves to be Hit**

by Jim Stickford

The Society of Automotive Engineers (SAE) held its annual Congress Experience (WCX) last week, and GM brought some of its latest technology to show off.

Gary Dowd Engineering group manager at GM's Global Propulsion Systems facility in Milford, was one of the engineers on hand to talk about GM tech on display, which included a 2018 Cruise self-driving test vehicle.

Dowd said he is in charge of a group that validates vehicles customer experiences.

"All the feedback that is supposed to be viewed by driver," Dowd said. "We validate - test - the information being displayed to

from the standpoint of what a make sure that it does what it is supposed to do. For example, how does the charge light work? Is it blinking to show that the vehicle

**CONTINUED ON PAGE 3** 



Mayne shows off the Wrangler's new hi-def rearview camera.

# Ford Has Partnerships for Providing Service

ed. And one way the company is doing business now is to join forces with service providers to take advantage of changes in today's service economy.

Darcy Salman, a global leader for Ford's Global Commercial Solutions, said her department's "space is vehicle management as a service."

What that means is that Ford is teaming up with companies like Postmates to provide services to third parties, Salman said.

In the case of the Ford-Postmates partnership, Ford provides Postmates with the service delivery vehicles and Postmates provides delivery services to small businesses.

"This system is good because it enables the market to reach out to customers more effectively," Salman said. "People have data at their fingertips as a result of using Postmates and can better

Auto manufacturers are seeing manage their business. For a hicles with drivers. You subconradical changes in the way they are doing business, Ford includ-transport items to their final destination. Say you're a company from Ford. We provide the hardwho wants to deliver goods from ware and they perform the servyour shop to your customers. ice and get customers." But you don't want the hassle of maintaining your own fleet of ve-

**CONTINUED ON PAGE 6** 



Salman in front of a Ford-Postmates delivery van.

# **New Wrangler Example of Auto Technology in Action**

by Jim Stickford

Those who visited the FCA display at the SAE WCX gathering in Detroit last week got to see a 2019 Jeep Wrangler.

Any why not, said FCA spokesman Eric Mayne. The Wrangler is an example of the best automotive engineering and automotive technology coming together into a real-world product that can be purchased by drivers today.

"Take for example, the rear view camera on the new Wran-

gler," Mayne said. "These days all cars have cameras in the rear of the vehicle that sends an image to the display that driver can see. Well, the Wrangler has an iconic look, and part of that look is a spare tire that is mounted on the back of the Jeep. So how does FCA place a camera that gives the driver a good view of what is behind the vehicle."

The answer was to place a high definition camera in the bolt that holds the spare tire in place.

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## Detroit Auto Scene®

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Deadline: Thursday 5:00 p.m. for the next edition of Monday

William Springer II, publisher Lisa A. Torretta, operations Jim Stickford, news

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# Continental Wins PACE Award

Automotive supplier and technology company Continental won a 2018 Automotive News PACE (Premier Automotive Suppliers' Contribution to Excellence) Award for its Digital Micromirror Head-Up Display technology. The company's North American headquarters are based in Auburn Hills.

Audi and Continental were also presented with an Innovation Partnership Award for the Safety Domain Control Unit (SDCU). The recognition marks the 10th PACE Award and third Innovation Partnership Award wins for Continental, said company spokeswoman Mary Arraf.

The PACE Award was presented to Continental during the annual ceremony on April 9, at the Fisher Music Center in Detroit.

The awards are recognized around the world as industry benchmarks for innovation, Arraf said.

"Continental is honored to have received 2018 PACE and Innovation Partnership awards," said Samir Salman, CEO, Continental North America.

# I-696 in Macomb, Oakland Soon to Undergo Construction

I-696 is closing down for repairs starting in a couple of weeks

That was the message presented by the Michigan Department of Transportation (MDOT) at a special information meeting held in the Warren city hall on April 11.

Courtney Defauw, an MDOT construction engineer, was one of several state officials on hand to answer questions from the public.

She said that the project, which will affect I-696 in Macomb and Oakland counties, has been in the planning stages for quite some time.

Overall, I-696, also known as the Reuther Freeway, will be completely redone in Macomb County from I-94 to I-75. In Oakland County, construction on both the east and westbound part of the freeway will take place between I-75 and the I-275 interchange will be performed.

MDOT will keep all lanes open during weekday daytime hours in Oakland County, Defauw said. Lane closures will occur nights and weekends.

Things will be different in Macomb County.

"The Macomb work has two phases," Defauw said. "During the first phase, we will shut down westbound I-696 and rebuild that portion of the freeway. Once the westbound lanes are finished, we will divert all eastbound traffic from the eastbound lanes to the westbound lanes. What that means is that during the monthslong construction process, people may travel east on I-696. But westbound traffic will not be allowed during either phase of construction."

Diane Cross, an MDOT Communications Department spokeswoman, said that the first phase of Macomb construction, which



 $Defauw\ shows\ off\ the\ MDOT\ map\ that\ details\ road\ construction\ along\ I-696\ this\ summer.$ 

shuts down the westbound lanes, should end in late June or early July.

"The plan is to replace the road right down to the concrete," Defauw said. "It's been quite a while since construction on such a major level has been done on this part of I-696. Thanks to the rough winter we had, we even speeded up the project a little because of the condition I-696 was in."

Defauw said that prep work for the final phase before construction should begin on April 16. This work will determine exactly when construction will begin.

"We don't have an exact day yet," Defauw said. "But construction should start sometime in early May. When we have a firm start date, we will send out email blasts, inform the media and post it on our Web site – moving-macomb.org."

Defauw said the project is expected to last several months, with a start date in May and an end date sometime in November, barring some unforeseen circumstance.

Overall, MDOT will be improving a total of 28 miles of I-696, Cross said. In Oakland County, the I-275/M-5 interchange to Dequindre Road will have concrete pavement and joint repairs as well as drainage system repairs and minor structure repairs.

All lanes in Oakland County will be open weekdays during daytime hours, Cross said. Multiple lanes will be closed nights and weekend, with a minimum of one lane open in each direction at all times. The free will be closed for a maximum of 10 weekends, split into four segments.

Defauw said that MDOT realizes that doing such major work on I-696, which sees 150,000 a day travel between I-94 and I-275, is a major inconvenience. But the construction will extend the life of the roadway and allow for better traffic flow along the Reuther Freeway in both Oakland and Macomb counties.

"We will be adjusting the traffic signals on the streets that people will use as alternate routes during construction," Defauw said.

"It always takes a couple of weeks to dial in the optimal times for the signals to help traffic flow. And it also takes a couple of weeks for people to get used to the situation and adjust their schedules and travel routes accordingly. But once the work is done, I think people will notice how nice the road is. Its condition was so bad, we had to put in temporary patches on eastbound I-696 in March even though the road will be completely redone because it was in such bad condition. This is need-

## GM Creates New Custom Version Of the Tahoe

CONTINUED FROM PAGE 1

found on our popular Midnight Editions."

Based on the LS trim, the Tahoe Custom Midnight features off-road-inspired styling cues along with an all-black Midnight appearance, Piszar said. Tahoe Custom Midnight offers 18-inch painted black wheels with aggressive Goodyear Wrangler DuraTrac tires, a black grille, offroad assist steps and black bowtie emblems. The vehicle's third-row seat was removed for additional utility, increasing cargo space behind the second row

to 54 cubic feet.

Tahoe Custom Midnight also features a suite of connectivity technologies including:

- Apple CarPlay and Android Auto compatibility;
- 4G LTE connectivity with Wi-Fi hotspot capability (data plan required).

Up to five USB ports and five power outlets – including a 110volt three-prong outlet – to support electronic devices of all kinds

Starting at an MSRP of \$45,995, including a \$1,295 destination fee (excludes tax, title, license and dealer fees), the 2018 Tahoe Custom Midnight is equipped with 6,600 pounds of towing capacity, a maximum of 112 cubic feet of cargo space and a 355-hp, 5.3L V8 engine that offers an EPA-estimated 23 mpg highway.

"Chevrolet has continually invested in our full-size SUV portfolio, providing a variety of options for customers to choose a vehicle to fit their personal style without compromising capability or performance," said Piszar. "This investment provides full-size SUV customers with more options than any other brand, and has fortified Chevy's leadership in the full-size SUV segment."

Chevrolet has been the bestselling full-size SUV brand for the past 43 consecutive years, Suba said.



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# General Motors Displays Latest Technology at SAE WCX

**CONTINUED FROM PAGE 1** 

needs a charge and solid if it doesn't. Does the driver see that and process the information the way it is meant to be processed."

Dowd said this kind of testing is important because everyone wants "the latest and greatest" technology in their vehicles. But that technology needs to be validated from the customer's point of view.

"GM has announced that it plans on releasing an autonomous vehicle for limited in in the Super Cruise tech," use in California by the end of the calendar year 2019," Dowd said. "That's the plan, but things can change.'

That requires a lot of testing, Dowd said. From GM's perspective, the company wants to make sure that it has great products and means testing to validate designs.

Having an autonomous test vehicle on display generated a lot of interest. Dowd said that he was able to speak with engineers from around the world about the Cruise.

"The biggest question I am getting is how many sensors does this car have," Dowd said. "Is the vehicle electric or gas-powered? It's based on the bolt platform and GM is adding autonomous functionality. Validation can take up to a year or more. Development of a vehicle can take three years or more. But it's like Mary Barra

ro congestion and 100 percent safety.

The other vehicle at GM's SAE display was the 2018 Cadillac CT6 Platinum with Super Cruise.

Roman Mundel, an engineer out of GM's Global Propulsion Systems in Pontiac, said that vehicle was there because it has an industry-first Super Cruise technology that allows the vehicle to be driven hands-free on the free-

"A lot of people are interested

says - we want zero crashes, ze- Mundel said. "It will drive for you on the highway by keeping you in your lane and it will track the car in front of you to keep the distance between your car the one in front. As an engineer, I've driven the CTS for 10 years, but it's not as advanced as this model, and I say that as someone who loves Cadillacs.'

Mundel said his work on the CT6 dealt with the 3L twin-turbo engine. By having twin turbos, the car is able to get more than 400 horsepower. That makes it fast and powerful.

# BorgWarner Tech Honored

Automotive News awarded Auburn Hills-based BorgWarner with a 2018 PACE Award for its groundbreaking S-wind wire forming process for electric motors and alternators. The gamechanging manufacturing process enables high-volume production of high-voltage electric motors up to 350 volts

Already in production on a 12volt alternator for Hyundai, Borg-Warner expects to launch the technology in a first-of-its-kind 300-volt S-wind motor for an onaxis P2 hvbrid vehicle from a major global automaker in late 2019, said BorgWarner spokeswoman Kathy Graham.

The compact, high power density technology is particularly well-suited for P2 hybrids, which BorgWarner expects will become a dominant hybrid architecture.

"On behalf of everyone at BorgWarner, we are incredibly honored to receive our tenth PACE Award. Thank you to Automotive News and the judging panel for recognizing the hard work, creativity and innovation of our engineers," said Dr. Stefan Demmerle, President and General Manager, BorgWarner Power-Drive Systems.

Sponsored by Automotive News, the annual PACE Awards honor superior innovation, technological advancement and business performance among automotive suppliers, Graham said. Known around the world as the industry symbol of innovation, PACE stands for Premier Automotive Suppliers' Contribution to Excellence.

"This is an example of Cadillac working to make sure that its vehicles have the most modern engineering," Mundel said.

"It's things like this car having titanium-aluminide wheels. They are lighter and ramp up faster,

which makes the car's start faster."

This kind of engineering and design show the company is creating and applying the latest technology to its vehicles. It has the company staying ahead of the curve.







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# Camaro Idea Used to Solve Truck Problem

Riddle me this. When is a pickup truck like a Camaro?

When it's the new Chevy Silverado 4500HD/5500HD/6500HD.

These new Chevrolet Silverado trucks took a design cue from an unlikely source – the Chevrolet Camaro, said GM spokeswoman Rita Kass-Shamoun.

The "flowtie," first introduced on the front grille of the 2014 Camaro Z/28 and now standard on the 2018 Camaro ZL1, is the chrome outline of the traditional Chevrolet bowtie but with the center removed, allowing increased engine airflow to help improve performance.

"There is innovation in the design details and a great example is our Camaro Z/28-inspired Chevrolet flowtie," said Design Manager Kevin O'Donnell.

"Our engineers designed it to help win races by using airflow to lower coolant and oil temperatures on the race track."

So what is the reason for having the Chevrolet logo placed on the grille of the truck in the form of a flowtie?

During Z/28 aerodynamics testing, engineers noticed that the bowtie on the grille was displacing air away from the radiator, which can impact engine cooling, Kass-Shamoun said.

So, propulsions engineer Richard Quinn took a cut-off wheel to the bowtie's gold fill, leaving the silver outline intact.

He then proceeded to install the prototype flowtie on the grille of the vehicle being tested and a retest revealed that it allowed more air into the engine, lowering engine fluid temperatures during extended track sessions.

The conventional cab Silverados are heavy-duty cycle trucks, and the designers needed a solution that allowed for maximum



2019 Silverado Chassis Cab Truck

airflow with the truck's pumped-up grille.

They found their solution in a most unlikely place for a problem associated with a pickup truck – the performance car toolbox, O'Donnell said.

"The flowtie is an elegant solution. And it's going to work on the Silverado exactly the way it does on Camaro," said O'Donnell.

Other exterior design highights:
• Muscular look with a broad

- wide bumper, strong center bar and fenders that grow out of the hood.
- A powerful hood form that

maintains downward range of sight to provide driver perspective.

- Fiberglass tilt-hood with integrated hand grips to aid serviceability.
- Cab with inlaid doors and triple door seals for in-cab quietness.

"Chevy's designers and engineers were obsessed with making this Silverado the most customer-focused, medium-duty truck among its major competitors – and this is evident in every design decision," said Ed Peper, U.S. vice president, General Motors Fleet.

# FCA's Latest Wrangler Shows How to Combine New Techs

CONTINUED FROM PAGE 1

This gives the Wrangler an unobstructed view with a hi-def camera that allows us to keep the Wrangler's iconic look," Payne said. "That's quite an achievement because it allows us to keep up with the times with a vehicle that has a strong fanbase that wants everything new, but doesn't want anything, lookwise, to change."

In addition to things like hi-def rear-view camaras, the new Wrangler boasts FCA's eTorque engine, Mayne said. The eTorque uses an 48-volt electric engine to help boost the Wrangler during the start-stop process of driving.

"It replaces the conventional alternator," Mayne said. "It is absolutely seemless when you drive the vehicle. When I first drove it, I couldn't believe how smooth it operated. This eTorque provides a fuel economy benefit to the Wrangler and the Ram 1500. These are the two vehicles that currently use this system."

Improving a vehicle's mileage and performance are important because the public demands a good ride and the government has mileage standards, Mayne said. Getting the results that are required means making improvements to a vehicle's technology. No single thing leads to better mileage or performance. But by having things like hi-def cameras and eTorque engines, the Wrangler is able to keep up with the requirements of the marketplace.

"The theme of FCA's powertrain strategy is to optimize proven products and known technology like the automatic transmission and the internal combustion engine. The Wrangler is the perfect example of that philosophy, with the eTorque system and its 8-speed TorqueFlite transmission."

The TorqueFlite 8-speed transmission has a broad gear spread maximizes torque at low engine speeds, fuel economy with a relatively high final overdrive, and promotes performance at any combination of vehicle speed and load, Mayne said.

At just over 200 pounds, the transmission is relatively lightweight. The transmission is de-

signed for engine speeds up to 5,500 rpm Torque converter lock-up is available in all eight gears, which further promotes fuel economy. The TorqueFlite 8 uses a shift-by-wire electronic shift control system; there are no cables or mechanical linkages and therefore gears are selected electronically, Mayne said. It is advertised that the transmission accomplishes shifts in 200 ms or less, a characteristic that allows for rapid, crisp gear changes.

And part of keeping up with changes in the auto industry is working with suppliers, Mayne said. That's why FCA took the opportunity to meet with suppliers to hear their pitches on new ideas at WCX.

Sig Huber, global director and head of Supplier Relations & Risk Management said that 75 percent of the parts that go into an average FCA vehicle come from suppliers. To be able to meet with suppliers at the SAE WCX and hear their ideas for how to make better parts and provide FCA with better services is a great opportunity.

"We need the innovation of suppliers," Huber said. "We've had several meetings and they were about all different kinds of technology."

Even if FCA doesn't buy a particular idea, the meetings give suppliers the chance to meet with engineers at FCA and strengthen relationships.

Mike Salari, executive vice president of Engineering Services for ESI Group in Farmington Hills, said that he and his colleagues appreciated the chance to meet with FCA engineers.

"It's exciting to be able to discuss the challenges of the industry like this," Salari said. "Our customers face historic challenges to transform their autos. They need to deploy new technology to create accurate virtual test models."

ESI has the ability to meet those needs and by being able to speak with engineers at FCA, both companies get a better understanding of what is needed and both can win. Hubel said that there is a lot of interest from suppliers to meet with FCA people. WCX provides the perfect venue for a meeting of the minds.



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## **Mack Engine Celebrates** Milestone

**CONTINUED FROM PAGE 1** 

Propulsion, and Systems Engineering, FCA - North America. "This engine delivers world-class performance in multiple displacements and vehicle applications around the globe. We're extremely proud of how this engine family has evolved to provide our customers with a wide range of performance capabilities.'

The plant was purchased in 1953 by Chrysler Corporation and converted to a stamping plant in 1974. In 1992, it was converted to produce the Dodge Viper. Dodge Viper production moved to Conner Avenue Assembly Plant in 1995. The Mack Engine Plant began producing engines in 1998.

A second plant, Mack Engine II, was completed next door and began producing a new, smaller V-6 engine in 2000. Expansion lines were launched in May 2001. On Nov. 15, 2012, the Company announced that it would invest \$198 million and add up to 250 new jobs to produce the awardwinning Pentastar (V6) engine at Mack I.

The last 4.7-liter V8 engine was later built on April 4, 2013. More than 3 million were manufactured since production began in 1998. Production of the Pentastar engine began in January

The Pentastar V6 engine family consists of three displacements: 3.6-liter; 3.2-liter (Jeep Cherokee) and 3.0-liter (Jeep Grand Cherokee, Jeep Wrangler and Chrysler 300 sold in China).

The Mack Avenue Engine Plant produces the 3.6-liter, the 3.2liter and the 3.0 liter versions. Two other FCA facilities produce the Pentastar. The company's Trenton Engine Complex, makes the 3.6-liter for several vehicles, including the Jeep Wrangler, Jeep Wrangler Unlimited; Dodge Grand Caravan, Dodge Journey, Dodge Charger, Dodge Challenger, Dodge Durango; Chrysler 300; Ram 1500, Ram ProMaster.

Saltillo South Engine Plant, Saltillo, Mexico makes the 3.6-liter for several vehicles, including the Pentastar PHEV for Chrysler Pacifica Hybrid.

## Mopar, Dodge **Have Great** NHRA Race

Mopar and Dodge//SRT drivers Jack Beckman (Funny Car) and Tony Schumacher (Top Fuel) posted runner-up finishes at the 19th annual NHRA Four-Wide Nationals at The Strip at Las Vegas Motor Speedway on Sunday, April 8.

Schumacher was only about 4 feet shy of a Wally after the finals in Top Fuel, and Beckman was only about 9 feet short at the end of the Funny Car competi-

The latter saw Don Schumacher Racing (DSR) teammate and fellow Mopar driver Tommy Johnson Jr. run the quickest pass of the quad, but foul out on a red light after leaving the starting line too early.

Beckman was second out of the gate and held on for the runner-up position.

The exciting finals were viewed by a packed house assembled to see the NHRA Mello Yello Drag Racing Series' first event west of the Mississippi River, featuring four lanes of action simultaneously instead of two lanes.

The Four-Wide Nationals only require three rounds to crown a winner, with two drivers advancing from each quadrant of four until an event champion emerges in the final round.





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# European, Asian OEMs Join Forces on Truck Clean Tech

by YURI KAGEYAMA **AP Business Writer** 

TOKYO (AP) - Hino Motors, Toyota Motor Corp.'s group truck manufacturer, and Volkswagen Truck & Bus of Germany agreed April 12 to work together in a partnership on technologies like hybrids, electric cars, autonomous driving and connectiv-

Under the deal, each company will maintain independence, but executive teams will work together to map out cooperation on innovating technology and leveraging market positions.

The arrival of the digital age and robotics in the auto industry is pressuring automakers around the world to deliver to customers vehicles that connect to the net or avoid crashes automatically.

Partnerships can save costs and boost competitiveness of the companies that agree to join

Automakers are also trying to respond to a global push to reduce global warming and pollution by developing cleaner powertrains that emit fewer greenhouse gases.

The deal brings together two major players in trucks and buses, a sector that some analysts say can benefit the most from the development of such new technology.

Hino Motors President and Chief Executive Yoshio Shimo said the deal came together because the companies respected each other and shared goals of improving efficiency and developing cleaner tech.

"It will also be a strong tie-up at times of new challenges in the field of transportation due to the rapid growth of e-commerce," he

Consumers in Japan and other rapidly aging countries are looking for new transportation options, he said.

Andreas Renschler, a board member at Volkswagen AG and CEO of Volkswagen Truck & Bus, said the deal was strategic for his company because Hino was strong in Asia.

He shook hands with Shimo before reporters in Tokyo.

"It is an excellent fit in terms of regional footprints and products, but also concerning common ideas on how to shape the future of transportation together," Renschler said.

## **Man Gets Dream** Volkswagen Bus

LIDENHURST, N.Y. (AP) - A man has the car of his dreams eight years after he slipped a note inside the window of a blue 1971 Volkswagen bus that the then-16-year-old called his "future car.

Kyle Cropsey of Lindenhurst, New York, received a call last week from Cris Mead, of Oakland, California. Mead's father, Cornelius, had purchased the van new and named it Matilda, taking his family on cross-country trips.

The son was cleaning it out after his father's death when he came across Cropsey's note tucked in the VW's log book.

Cris Mead tells Newsday the family decided to give Cropsey the van, on the condition he update them on its restoration and "go on plenty of adventures."

Cropsey, who is 23 and teaches English, says "it was fate.'

You're invited!

Engineering a



Conway with an electric driveline, left, and mechanical driveline, right - tech for current and future engines.

# **AAM's Business Growth Opens New Doors**

For decades American Axle & that we are a vertically-integrat-Manufacturing (AAM) of Detroit was known as a literal nuts and bolts auto supplier. But the company has made several moves in the past couple of years that have moved it from a manufacturer with a limited range to one that has a vertically integrated product line that includes the latest automotive technology.

Sean P. Conway, director of Advanced Commercialization at AAM, was on hand at the company's SAE WCX display last week in Detroit to talk about how AAM has changed in the recent past.

A year ago, AAM acquired the auto supplier Metaldyne, Conway said. The company reorganized after the purchase and went from one that was essentially a producer of driveline - basically the drivetrain minus the engine and transmission - to a company with four different production units, Conway said.

They are driveline, which is still its biggest unit, Conway said. The other three units are built around powertrains, metal casting and metal forming.

The big plus for all this is

ed company," Conway said. "It's important for us to be here at the SAE WCX because the auto industry is changing. And we're a part of that change. We now have E-drive technology available. We not only deliver the power with our products, which is our slogan, but we're creating the power with our new products.'

Vertical integration is important because the industry is changing, Conway said. There is growth in hybrid electric vehicle sales, but the Internal Combustion Engine (ICE) is going to be around for a long time.

And it must be remembered that hybrids have two engine systems, one is still gas-powered and one is electric. There are only three truly electric vehicles out there - the Chevy Bolt, the Nissan Leaf and the Tesla 3, Conway said.

"With the growth in hybrids, we can now sell parts for both the ICE and e-drive systems," Conway said. "E-drive systems still require cast parts, they still have shaft gears, bearings, rods. These are 'old school' components we make, and we can now make these parts for the electric parts of the machine."

An example of AAM moving into more sophisticated systems is the second generation EcoTrak that the company sells to FCA. This EcoTrak is used in the Jeep Cherokee.

"We just launched the new EcoTrak six months ago," Conway said. "It is now a lighter mechanical system. Being lighter saves weight and that saves on gas. It's also a 'smart' system. The new Cherokee has All-Wheel Drive (AWD) and can shift to Two-Wheel Drive (2WD) automatically.'

That is important because depending on weather and driving conditions, the Cherokee might work better in AWD or 2WD mode, Conway said. If it's snowing or raining, having the SUV shift automatically into AWD is good. But if the Cherokee is driving on a highway at a constant speed, having it run in 2WD mode uses less power and saves

Having a system that can do that in a "smart" mode and transition smoothly between modes is something that benefits OEMs.

"Over the last 25 years we've been able to diversity our customer base," Conway said.

"We started out as a General Motors supplier but have been able to broaden our customer base. We now have our world headquarters in Detroit. Our European headquarters is near Frankfurt, Germany, and our Asian headquarters is in Shanghai. Being able to produce parts for drivelines and powertrains will allow us to grow with the industry.'



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FT 400 Ranking March 2016

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## THURSDAY, APRIL 12, 2018

Meeting 1: 7:00 a.m. - 7:50 a.m. (breakfast included) Meeting 2: 11:30 a.m. - 12:20 p.m. (lunch included)

LOCATION: Courtyard Marriott 30190 Van Dyke Ave., Warren, MI 48093 (across from GM Tech Center)

## THURSDAY, APRIL 26, 2018

Meeting 1: 7:00 a.m. - 7:50 a.m. (breakfast included) Meeting 2: 11:30 a.m. - 12:20 p.m. (lunch included)

LOCATION: Detroit Marriott at the Renaissance Center 400 Renaissance Drive Detroit, MI 48243

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The FT 400 was developed in collaboration with Ignites Research, a subsidiary of the FT that provides specialized content on asset management. To qualify for the list, advisers had to have 10 years of experience and at least \$300 million in assets under management (AUM) and no more than 60% of the AUM with institutional clients. The FT reaches out to some of the largest brokerages in the U.S. and asks them to provide a list of advisors who meet the minimum criteria outlined above. These advisors are then invited to apply for the ranking. Only advisors who submit an online application can be considered for the ranking. In 2016, roughly 980 applications were received and 400 were selected to the final list. The 400 qualified advisers were then scored on six attributes: AUM, AUM growth rate, compliance record, years of experience, industry certifications, and online accessibility. AUM is the top factor, accounting for roughly 60-70 percent of the applicant's score. Additionally, to provide a diversity of advisors, the FT placed a cap on the number of advisors from any one state that's roughly correlated to the distribution of millionaires across the U.S. The ranking may not be representative of any one client's experience, is not an endorsement, and is not indicative of advisor's future performance. Neither Raymond James nor any of its Financial Advisors pay a fee in exchange for this award/rating. The FT is not affiliated with Raymond James. space Neither Raymond James Financial Services nor any Raymond James Financial Advisor renders advice on tax issues, these matters should be discussed with the appropriate professional

# Ford Sees Value With New **Partnerships**

CONTINUED FROM PAGE 1

Right now Ford's vehicles are driver-led, Salman said. But the ultimate goal is to have autonomous vehicles do the deliveries.

"We believe that's the future," Salman said. "People are banking on the development of autonomous technology. If we have vehicles that use both EV and AV technology, then there will be a whole delivery eco-system under one roof."

And Postmates will be able to track deliveries to develop the most efficient times and routes to deliver packages for a business.

"There are a lot of small businesses that are pretty good at getting goods from the warehouse to their store," Salman said. "But how do they get their goods from the store to the final end user?

"Companies like Postmates can do that for them. Postmates owns the business model and does customer relations and contracts. Ford provides the hardware. It's a good system for everyone."

# Cadillac Racing Teams Aim For Success at Long Beach

teams Whelen Engineering Cadillac, Mustang Sampling Cadillac and Konica Minolta Cadillac headed west to Long Beach, Calif. for round three of the IMSA WeatherTech SportsCar Championship and the Bubba Burger Sports Car Grand Prix of Long Beach to run April 13-14. (The results of the race came in after presstime).

Just three Cadillac Racing teams were able to participate in the season's shortest race, just 100 minutes. The Spirit of Daytona Cadillac team is repairing the damage caused by their crash at Sebring last month and will sit this round out.

With a truncated race weekend, just two days, the teams focused on getting up to speed quickly around the 1.97-mile, 11turn, closed-street course that circulates around the Long Beach Convention Center. Consistent finishes by the Whelen Engineering Cadillac team have them leading the Prototype points championship heading to the west coast.

Nasr were looking wipe out last year's DNF by the team at the concrete lined track with a strong finish.

"Long Beach is an exciting place-you are racing through the streets, so it is an exciting environment," Curran said. "There is a huge fan base and lots of support from the locals. It is a great vibe with all the events that go on surrounding it, and you really are in the heart of the city right on the water. It is a fast, tricky track that has concrete everywhere, so you have to be on your

"We don't have a ton of track time this weekend and the track changes a lot each time you go out as well.

"Long Beach is the first of the short races, so it will be interesting to see how hard every one pushes-it. The race is just over an hour and a half so we expect everyone will be on it at 110 percent. We are focused on the big picture and the championship, but really, we ultimately want to win.

The Konica Minolta Cadillac team comes in as the defending race winners, in fact having won the last three years. The team is still digging out of a points deficit stemming from their early withdrawal from the Rolex 24 hours

Street circuits require a bit of patience, and you can get caught out quickly if you are too aggressive," Taylor said.

"The street course weekends always have a very compact schedule, so you have to be on top of your game at all times to

Cadillac V-Performance Racing get up to speed and develop the car. We are coming back after winning Long Beach three years in a row. Last year we had a tough battle to win the race, so we come back with a lot of confidence on street course events.

"Since then we've had a lot of time to develop our Cadillac, so I'm excited to see how strong our car will be after everything we learned throughout 2017. The tough thing about Long Beach is how much it develops over the weekend. The track is only used one week out of the year, so from the first session of the weekend to the last, the track picks up a huge amount of grip and the balance of the car is constantly changing. Then you add in half the track being used by the drift cars and covered in drift rubber, and you never have a consistent

"I enjoy the history of the event. Growing up watching onboard videos of the track and of the streets. It's cool to be in the car seeing what those guys saw back in the day.'

"I love street tracks because of Drivers Eric Curran and Felipe the challenge and the evolution of the track gripping up during the race weekend and adapting the car set-up," Van Der Zande said. "Macau is the craziest track of all and I love going there to race. It is the same as Long Beach, where it comes together with a great city and atmosphere. We performed to the max in Sebring and it just showed our potential that we showed at Day-

> "I believe that we have a lot of momentum right now and looking at the record of the team and Jordan at Long Beach, there is a lot of good data to use heading into the weekend.

> "I think there are over 10 cars that can win. It will be about staying out of trouble and waiting for your chances. The competition will be rough.'

> The Mustang Sampling Cadillac team led by Joao Barbosa will be introducing teammate Filipe Albuquerque to the Long Beach circuit for the first time this weekend. The team that won the season opening Rolex 24 Hour at Daytona is ready for a weekend of street racing.

> "This is my first time racing a sprint event like this since I think DTM in 2014, so I've been thinking about that and my time in formula cars to get into the right mindset," Albuquerque said. 'The track will be new, but I've been preparing with iRacing because their modeling is very good. Christian (Fittipaldi) will be very important for me and for the team and Joao has a lot of good information, so I am confident we can get up to speed quickly.

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# Market is Right For Used Vehicle Buyers

by TOM KRISHER AP Auto Writer

DETROIT (AP) - Bargain prices on 2- and 3-year-old vehicles fueled record sales of used cars, trucks and SUVs last year, a trend that is expected to continue because people can save thousands of dollars over buying new.

Used vehicle sales hit 39.2 million vehicles in 2017, more than double the number of new automobiles sold, according to the Edmunds.com auto website. To be sure, Americans for years have bought more used cars than new, but a recent glut of well-equipped vehicles coming off leases is sending more people to the used market.

That cut into new vehicle sales last year, helping to push them down 2 percent. And the trend is likely to continue because leasing remains around a near-record 30 percent of all U.S. new vehicle sales.

That will provide an ample supply of used cars for at least three more years, said Ivan Drury, senior manager of industry analysis for Edmunds. (Edmunds regularly provides content, including automotive tips and reviews, for distribution by The Associated Press.)

"In almost every instance, that 3-year-old car is going to save you so much money it wouldn't make any financial sense" to choose new, Drury said.

About 4 million vehicles are coming into the used market from leases this year, many of them cars that can be bought cheaply because buyers are more interested in SUVs.

On average, the buyer of a 3year-old car can save around \$14,000 over buying the same car new, according to Edmunds.

New vehicle prices continue to rise to record levels, pushing

some people out of the market and making off-lease vehicles even more attractive, Drury said.

At the same time, the rate of increase for used cars is slowing due to abundant supply, Drury said. So the gap between new and used prices is actually grow-

The average new vehicle in 2012 sold for \$30,803. By the end of 2017, that rose by nearly \$4,400, according to Edmunds. During the same period, the average used auto price rose \$2,784, to \$19,462.

The difference between new and used prices grew by almost \$1,600, from \$14,125 in 2012 to \$15,714 last year.

The spread between new and used is even more dramatic for a 3-year-old vehicle. Last year, 3year-old autos sold for about \$20,500. From 2012 to 2017, the gap between a 3-year-old vehicle and an average new one grew more than \$3,500 to \$13,877.

For Jonathan Bursevich, who lives near Fort Lauderdale, Fla., the spread between new and used was just too great to pass

In December, he bought a wellequipped, mint condition gray 2015 Audi A4 from a dealership for about \$23,000, a savings of at least \$16,000 over the cost of a new one.

The 25-year-old risk management broker checked prices on Google and found a new A4 to be "way out of my budget." His parents always bought used cars, foregoing the latest features but saving thousands. So he checked and found an Audi-certified used A4 with 46,000 miles on it for a little over half the price of a new one "which I thought was a fantastic value for the car."

The used Audi lacks some technology that's on the new one, including a backup camera and a steering assist feature, Bursevich said.

"If I don't feel like I'm in the stone age and everything else works, then I would be more than

happy to save money," he said. The only reason buyers would go for a new vehicle is if the design is dramatically different or if it has new technology they want, Drury said.

But not every vehicle has been redesigned, and technology hasn't changed that much in the last few years.

Most 2 or 3-year-old cars have backup cameras and Bluetooth technology to link phones to the cars, he said. Many have blind spot detection and other features, he added.

Currently the good used deals are on cars, but even that will change in the next few years as more SUVs are added to the mix of vehicles coming off leases, said Jeff Schuster, a senior vice president at the forecasting firm LMC Automotive.

Seeing the trend toward higher used-vehicle sales and the slowing price increases of used cars, many dealers have changed their business models and aren't marking up used vehicles like they used to, Drury said.

David Kelleher, who runs a Fiat Chrysler dealership in suburban Philadelphia, lowered used vehicle prices and moved more of them last year.

As a result, he doubled usedvehicle sales from 45 per month to 90, while new vehicle sales stayed flat.

Buyers, he said, now come to the dealership knowing the average price for a used car in their market.

"We're pricing to the market rather than the old model, which was you trade the car, put it in the shop and mark it up \$2,500," Kelleher said.



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# **Chevrolet Bets Big on Building Good Cars**

Trucks, SUVs and CUVs rule help position the brand for sucthe sales charts, but GM has not given up on cars.

Chevrolet is strengthening its car lineup with premium, sporty styling, enhanced features and expanded choices for the 2019 Malibu, Cruze and Spark. Cars are important part of today's industry retail and fleet markets, and represent a quarter of the industry's retail market, said Brian Sweeney, U.S. vice president of Chevrolet.

"We are committed to offering consumers a full lineup of products with fresh designs, new technologies and efficient powertrain options," said Sweeney. "The investments we have made in Spark, Cruze and Malibu will cess in competitive segments that still make up a significant part of the total industry.'

The 2019 Cruze, Malibu and Spark will offer a wide variety of trims, packages and models from entry level to high end - to meet the needs of today's car buyers, said GM spokesman Nick Jaynes Morgan. Chevrolet's car lineup has proven effective at bringing in new and younger customers to the brand who then become loyal advocates for the brand.

Design and performance are important to today's car customers, no matter the vehicle.

The restyled faces of Chevrolet cars offer signature lighting that

makes each car instantly recognizable as a Chevrolet, day or night. Redesigned front ends for the Spark, Cruze and Malibu offer a more premium look while maintaining their athletic body sides.

"The restyled face of Chevy cars for 2019 is characterized by a family-like appearance, with each model honoring its Chevrolet heritage while showing off expressive designs," said John Cafaro, executive director, Global Chevrolet Design

A greater attention to detail includes intricate, sculpted grilles and integrated signature headlamps, Cafaro said.

All three models incorporate Chevrolet's signature dual-element taillamps.

# 2019 Malibu Undergoes Exciting Upgrade

As part of GM's ongoing efforts to capture a larger portion of the sedan market, Chevrolet has updated styling across the brands car lineup.

One of the new and improved vehicles is the 2019 Malibu, which is one of five Chevy models that now have the RS Trim option, said GM spokesman Nick Jaynes Morgan.

"We see an exciting opportunity with the 2019 Malibu to give customers new, distinctive choices, exemplified by Malibu RS," said Steve Majoros, Chevrolet marketing director for Cars and Crossovers. "It offers athletic design and amazing features at an attractive price point starting between Malibu LS and LT trims.

The first-ever Malibu RS offers a sporty, personalized appearance starting at around \$25,000, driven by styling cues that include 18-inch machined wheels, black sport grille, black bowtie emblems, a rear spoiler and a dual-outlet exhaust, said Morgan. Inside, Malibu RS features a leather-wrapped steering wheel and shifter, black cloth seats and a standard 8-inch diagonal color touchscreen running the Chevrolet Infotainment 3 sys-

Offered on five 2019 models, the RS trim is a Chevrolet success story that gives customers distinctive choice, strong value and performance-driven design.

The new, standard 8-inch diagtouchscreen running Chevrolet Infotainment 3 system and new CVT transmission mated to the standard 1.5L Turbo engine further refine the 2019



2019 Malibu RS

Malibu line. The Premier trim retains its 2.0L Turbo paired to a nine-speed automatic.

The Malibu's front fascia, grilles and headlamps are allnew. The headlamps are integrated with the upper grille and the larger, bolder lower grille, giving the car a more powerful presence, Morgan said.

High-performance LED lighting are integrated into the headlamps for Premier models, and there are new LED signature daytime running lamps for LT and Premier.

There's greater attention to detail in the grille and headlamps, with bold chrome accents reinforcing Malibu's premium appearance.

A new rear valance pushes the dual-exhaust outlets farther toward the corners, emphasizing the car's width, while new taillamps deliver a more dramatic execution of Chevrolet's signature dual-element design.

## **NACTOY Adds Elliott as New Juror**

ty and Truck of the Year (NAC-TOY) awards has added Hannah Elliott, a staff writer and car critic for Bloomberg Businessweek, to its group of 60 independent ju-

Now in their 24th year, the awards are unique because they are awarded by dozens of respected automotive journals rather than being given by a single publication, website, radio or television station, said NACTOY spokesman Brent Snavely. The jury consists of accredited journalists from all over the country who are leaders in automotive news. Elliott, who is filling a vacancy on the jury, was carefully selected after a number of potential automotive journalists were considered.

"At their best, cars represent our most fundamental values as humans: Freedom, creativity, and passion," Elliott said. "I'm really excited to join my colleagues on such an important panel—may the best car win."

At Bloomberg Businessweek, Elliott writes about the world's top automotive and motorcycle brands. Snavely said. She strives to provide readers with a behindthe-scenes viewpoint to all auto-

The North American Car, Utili- motive luxury, lifestyle and performance.

From pacing Ferraris around a racetrack, driving Janis Joplin's old Porsche, or interviewing automotive executives at an annual motor show, she gives readers a unique look at the automotive and mobility world. Prior to Bloomberg, Elliott spent eight years as the lifestyle reporter for Forbes. An Oregon native, she graduated with a degree in Journalism from Baylor University.

"We are delighted to welcome Hannah Elliott to the jury that test drives and votes on all of the amazing vehicles that compete annually for the North American Car, Utility and Truck of the Year Awards," said President Mark Phelan. "Her distinctive writing style and extensive knowledge of along industry Bloomberg's sterling reputation and broad reach make her a great addition to our group."

The process of selecting the Car, Utility and Truck of the Year starts in June by identifying vehicles eligible for the awards (vehicle models that are new or "substantially changed"), Snavely said. NACTOY Jurors evaluate dozens of new vehicles during three rounds of voting.

The LT and Premier trims feature new LED taillamps.

"The Malibu's fresh look refines and enhances the sculptural beauty of the Malibu," said John Cafaro, executive director, Global Chevrolet Design. "It will also be an obvious member of the Chevrolet car family.'

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# New Ford Focus Designed and Built to be True World Car

Part of being a global car company means producing a global vehicle, and Ford has done just

Last week the company introduced the new Focus car for global customers. It has been designed to feature the latest advanced and affordable technology with more comfort and space and a better fun-to-drive experience, said Ford spokesman Mike Levine.

The new Focus goes on sale in Europe and China this year and North America in the second half of 2019. Redesigned from the wheels up after hundreds of hours studying and speaking with Focus customers around the world, the next-generation Focus will be tailored to each global region, even as the company becomes more efficient, said Jim Farley, president of Global Markets.

We're evolving our successful One Ford strategy to find new ways to create a sporty-looking small car our customers will said Farle. "We'll tailor which cars in the Focus line-up we offer in markets around the world to ensure we best meet customers' different needs and preferences.

The new Focus features 4-door sedan, 5-door estate/wagon and 5-door hatchback body styles, depending on the market. It comes in the luxurious Focus Vignale, sporty ST-Line, adventureoriented Active and upscale Titanium in Europe and ST-Line and Titanium in China. Ford will introduce Focus in North America closer to its on-sale date next

Farley said the Focus signals the future of Ford vehicles. The new Focus is one of the first vehicles delivered using Ford's revamped product development



The new Ford Focus will be hitting dealerships around the world beginning later this year. It comes the U.S. market sometime in the year 2019.

process, which uses human-centered design to better deliver the models, features and technologies customers around the world truly value.

For the next-generation Focus, that means:

- A longer hood with cab-rear -ward interior that provides a strong, reassuring on-road presence. While it looks bigger than the previous Focus, its overall dimensions are unchanged so it's still easy to move about urban environments.
- More interior space for all passengers, so it's easier to get in and out of the car, and more cargo area in larger global Focus models.
- · Advanced design with aero dynamics that look modern while helping to improve efficiency.

In addition, human-centered design allows each market to tailor their Focus line-up, creating new models targeted to specific customer groups, such as the new sport ST-Line or adventurefocused Active models for the new Focus, Farley said. Through the use of globally common but flexible architectures and modules, Ford is able to deliver visually differentiated Focus variants to appeal to diverse customer needs while maintaining a high level of commonality and low complexity.

Even as Ford finds ways to deliver new and additional Focus variants - which for many markets will bring a richer mix of Focus models - the company is working to reduce complexity and improve quality, Farley said. Ford has reduced the number of orderable configurations by as much as 92 percent versus the previous Focus, reducing from up to 360 configurations to as few as 26, depending on the global market.

This complexity reduction helps Ford lower and control costs while ensuring Focus customers can more easily and quickly find the model that meets their needs.

While it starts with Focus, this approach will further strengthen with future Ford vehicles as the vehicle platforms to all-new flexible vehicle architectures paired with modular "families," streamlining common components such as engines, electrical systems and high-end features, such as sunroofs, Farley said.

For customers around the world, the new Focus majors in advanced and innovative technology that keeps customers connected and safely on the road, Levine said. For example, the new Ford Focus debuts Ford Co-Pilot360, a suite of advanced driver assist technologies to help drivers move more safely, confidently and freely.

Levine said available technologies, which will vary by region, include:

- Adaptive Cruise Control (ACC) enhanced with Stop & Go, Speed Sign Recognition and Lane-Centering for effortlessly negotiating stopstart traffic
- · Ford's Adaptive Front Lighting System with new camerabased predictive curve light and Sign-based light that pre-adjust headlamp patterns for improved visibility by monitoring bends in the road and - for the first time in the industry – road signs.
- Evasive Steering Assist, a segment-first technology that helps drivers steer around stopped or slower vehicles to help avoid collisions.

Levine said as part of Ford's vision to deliver smart vehicles for a smart world, 90 percent of its of 2019.

company moves from individual new global vehicles will be equipped with internet connectivity by 2020. This includes the new Focus, which will come with FordPass Connect embedded modem technology. This allows Ford customers to turn the vehicle into a mobile WiFi hotspot with connectivity for up to 10 devices.

In addition to helping drivers plan faster, less stressful journevs with Live Traffic updates for the navigation system and enabling occupants to stream entertainment on the move, Ford-Pass Connect allows a range of convenient features via the Ford-Pass mobile app.

A new available wireless charging pad beneath the instrument panel enables passengers to easily charge compatible smartphones and mobile devices. Devices can remain connected via Bluetooth to Ford's SYNC 3 communications and entertainment system while using wireless charging.

In China, the new Focus offers a range of advanced gasoline engines, including the award-winning 1.0-liter EcoBoost engine, plus an all-new 1.5-liter EcoBoost engine optimized for high torque at low rpm. In Europe, Focus brings two additional options: a 1.5-liter EcoBoost gasoline and 2.0-liter EcoBlue diesel. North American powertrain options will be announced closer to launch.

The new Focus goes on sale in Europe and China this year and North America in the second half

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## **Uber Drivers to Get Checked**

ground checks on U.S. drivers and hire a company that constantly monitors criminal arrests as it tries to do a better job of keeping riders safe.

The move announced April 12is one of several actions taken by the ride-hailing company under new CEO Dara Khosrowshahi, who said that the changes aren't just being done to polish the company's image, which has been tarnished by driver misbehavior and a long string of other embarrassing failings.

"The first thing that we want to do is really change Uber's substance, and the image may follow," he said in an interview with The Associated Press. "The announcements that we're making are just a step along the way of making Uber fundamentally safer for drivers and riders."

Other safety features include buttons in the Uber app that allow riders to call 911 in an emergency, as well as app refinements that make it easier for riders to share their whereabouts with friends or loved ones.

Since it began operating in 2009, Uber has been dogged by reports of drivers accosting passengers, including lawsuits alleging sexual assaults. Last year the company was fined \$8.9 million by the state of Colorado for al-

DETROIT (AP) – Uber will start lowing people with serious crimidoing annual criminal back- nal or motor vehicle offenses to work as drivers. The Public Utilities Commission said it found nearly 60 people were allowed to drive in the state despite having previous felony convictions or major traffic violations including

drunken driving. Khosrowshahi, formerly CEO of the Expedia travel booking site, replaced hard-charging cofounder Travis Kalanick in August and faced problems almost from the start. Most recently, he has had to grapple with his company's autonomous vehicle program after one of its SUVs struck and killed a pedestrian last month in Tempe, Arizona.

Khosrowshahi said Uber's exponentially fast growth prevented steps like the annual background checks from being done sooner. "I can't change the past, but I can change the things that we do going forward," he said.

Uber does 15 million trips per day worldwide, and its drivers "reflect the good and the bad and the random events of the world," Khosrowshahi said.

It was bad policy for Uber to do just one background check for drivers and never follow up, said Thomas Mauriello, a senior lecturer of forensic science at the University of Maryland and former defense department agent involved in background checks.





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