

Goodwill Assists the Disadvantaged, Provides Jobs

By Stefanie Carano
Staff Reporter

The automotive services at Goodwill Industries of Greater Detroit provides parts to the domestic automotive industry as a Tier I supplier, while helping employ the area's transitional and disadvantaged population.

Goodwill's Automotive Services provides jobs for those on recent and early prison release and for those with cognitive disabilities.

Employees include crew leader Jerry Poyntz, who has been working at the organization's Automotive Service assembly operations at 3111 Grand River Ave. in Detroit for the past two years.

"I've been around a lot of bad in my life but now that I've come home, I got in this program," Poyntz said. "The experience down here has been breathtaking. It's beautiful. I'm not on the streets, I don't make a lot of money, but I'm satisfied with what I get. It's enough for me to survive so I don't have to do nothing crazy."

After graduating from his transition program, Jerry was offered a full-time job as crew leader at the facility and received a Trainee of the Year award in May. The award ceremony included pizza at the Hockeytown Cafe, his first taste of the dish since going to prison 15 years before for drug trafficking.

The ceremony was a time he really enjoyed.

Scott Walker, Goodwill Automotive Services industrial plant manager, said, "We're a Tier I to Ford, GM and Chrysler . . . we ship anywhere between 900,000-950,000 kits a month."

"We are described as a kitting company. So, we really don't make our own screws, we really don't make our own rivets and our own plastic. We contract with approved vendors and then we put them together in any configuration that Ford, GM or Chrysler requests or orders from us."

"We have to go through all the same things that any other vendor goes through. We have to win the work," he said.

"Many decades ago, Goodwill made a conscious decision, those well before me, made the decision that rather than rely on charitable contributions we were going to try to earn the money that funded the mission."

Product from their facility includes license plate kits, floor plates, emergency kits, catalytic converter sensors for diesel engines and other

vehicle parts.

Walker said, as a supplier, Goodwill concentrates on three factors that allow them to remain competitive – cost management, supply and delivery, and quality.

"Quality is a given these days and every year we go through a . . . recertification audit. Our quality is right there," Walker said.

"Last year, when we were surveyed, we had no majors, no minors, no recommendations. In other words, we were perfect."

Walker said they do make mistakes from time to time, but one looks at the organization's supplier performance from any of its customers, it's pretty much first quality.

"Close to 100, the defective parts per million is way below what our industry averages for someone like us," he said.

Walker said they always strive to run an efficient operation.

Goodwill CEO Lorna Utlej said last year was difficult for the organization but with production picking up, especially at Chrysler, work is being created for their employees.

"We earn about half of our revenue, so last year, with the automotive industry chal-



Transitional trainee Angela Adams assembles a seat bracket at Goodwill Automotive Services in Detroit. Goodwill provides work for recent and early release prisoners.

lenges, it was a very challenging year," she said.

"Things are a little bit better than they were in '09, we still have lots of demand for our services . . . our supply business to automotive has

actually increased."

Finally, there was a music concert by sax man Alto Reed at the Fillmore in Detroit last week, and partial proceeds benefitted Goodwill's jobs hiring programs.

Former Ford Sales Executive Ortiz Is Named as New CEO of Carmoza

DETROIT – Randy Ortiz, former top Sales Executive of Ford Motor Company's U.S. business unit, is revving up Carmoza Auto Transport's all-star management team as its new chief executive officer (CEO).

Ortiz initially joined Carmoza as a member of the company's Board of Directors in April. His new position will take him beyond an advisory role and back to the auto industry's daily front lines – from a new perspective.

"Everything Randy did at Ford here and oversees progressed right along," said Hoot McInerney, owner of Northland Chrysler Jeep Ford and McInerney Ford in Michigan. "Everything he's touched so far has been successful, so this won't be any different."

Carmoza President Peter Fong said, "Randy's extensive experience at Ford makes him a perfect fit to take auto transporting to a whole new level of professionalism."

Founded in 2010, Wisconsin-based Carmoza is a national auto transport company that provides timely and cost-efficient vehicle trans-

port. The company is led by Ortiz, Pat Croce, businessman and former Philadelphia 76ers president; Chyrsler Brand's former president and CEO Peter Fong; and short-term trading cycle technology innovator Eustace Mita.

"Auto industry is de-stocking, as the result of addressing overcapacity issues, has created some unique inventory management challenges for auto manufacturers and dealers alike," Ortiz said.

"Carmoza's vision is to be the gold standard of auto transportation companies that can get the right car, to the right place, at the right time to meet consumer demand."

Meanwhile, as Ford's earlier top U.S. Sales Executive, Ortiz oversaw all of Ford's Sales, Production, Distribution and Dealership activities before his retirement in March.

He also led the team that grew Ford's market share for the first time in 14 years and helped restore Ford's North American Business Unit to profitability.

Ortiz also served as Executive Director and General

Manager of Ford Worldwide Direct Market Operations in charge of product development, marketing, sales and service in 117 international markets.

He further led the development of FordDirect, Ford Motor Co.'s highly successful online shopping joint venture with Ford's U.S. dealer body.

"I've seen Randy in action with employees and dealers and was always impressed with his leadership ability," said Pat Croce, Carmoza Chairman.

"I am psyched to have the Michael Jordan of the automotive space leading our team. His leadership, experience, passion and vision are truly championship-caliber."

Carmoza is a full-service auto transport company operating in all 50 states and Puerto Rico. Founded by a team of successful business executives with more than a century of combined experience in the technology, service and automotive industries, Carmoza provides timely and cost-efficient auto transport services together with customer service for both consumers and dealers.

Azure Dynamics Announces Sale of 10 Hybrid Buses

Oak Park-based Azure Dynamics Corp., a leader in the development and production of hybrid electric and electric components and powertrain systems for commercial vehicles, last week announced the sale of 10 Balance Hybrid Electric buses to NJ Transit on behalf of six transit agencies within that state.

The Azure-supplied Balance Hybrid Electric shuttles will be used primarily in paratransit service.

The Azure vehicles are moving into service at the end of this month in the six following agencies across New Jersey:

- Burlington County Transportation;
- Cumberland Area Transportation System;
- Mercer County TRADE;
- Middlesex County Area Transportation;
- South Jersey Transportation Authority; and
- Somerset County Transportation.

"This program with NJ

Transit puts our technology in the hands of six different end users – all significant entities in their own right, and all working to find efficient transportation alternatives," said Scott Harrison, Azure's chief executive officer.

"We're delighted to have the opportunity to demonstrate our technology in this capacity and hopefully are seeding future orders."

Covering a service area of about 5,325 square miles, NJ Transit is actually the nation's third largest provider of bus, rail and light rail transit, linking major points in New Jersey, New York and Philadelphia. NJ Transit also administers several publicly funded transit programs for people with disabilities, senior citizens and people living in the state's rural areas who have no other means of transportation.

Evie Wills, General Manager of American Bus & Coach, the dealership that handled this sale, noted, "Aside from pro-

War Memorial Hosts Marine Mart

The Detroit Historical Society's Dossin Maritime Group presents its annual Marine Mart on Saturday, Dec. 11, from 10 a.m. to 2:30 p.m. at the Grosse Pointe War Memorial in Grosse Pointe Farms. Early bird admission begins at 9:30 a.m.

The popular, annual Marine Mart is a flea market designed for Great Lakes and Michigan waterway enthusiasts. It features great holiday shopping with more than 40 exhibitors and shiploads of nautical items and treasures including lighthouse prints, nautical

stippled ink prints, original and acrylic prints, postcards, magazines, china, nautical charts, clocks and more.

All tickets are available at the door. That early bird admission is \$10 for adults. General admission begins at the regular time of 10 a.m. and is \$7 for adults. Children ages 12 and under are free.

The Dossin Maritime Group is dedicated to preserving this state and region's rich maritime history. The Group says this is a great opportunity to buy a nautical-themed item for a loved one.

viding transportation equipment and service in New Jersey, our employees live here and raise our families here," she said.

"Efforts taken by leading transportation providers like NJ Transit to make our air cleaner to breathe and to help create a healthier environment while at the same time providing vital services to our senior and disabled community members is a win-win situation for New Jersey and its residents. We're proud to have an involvement."

According to Azure Dynamics, the Balance Hybrid Electric offers dependable and efficient transportation alternatives to the state of New Jersey as it continues its effort to be on the forefront of "transit-friendly land use" programs. In recent years, there has been a growing recognition

Henkel Supports Capuchins

Madison Heights-based industrial and automotive supplier Henkel has donated \$5,000 to the Capuchin Soup Kitchen to help feed the hungry during the holidays.

In lieu of the annual certificates given to employees to purchase turkeys, Henkel employees instead chose to donate funds form the program to the nonprofit Capuchin organization.

The Capuchin Soup Kitchen in Detroit serves people who suffer from the lack of basic human necessities, such as food, clothing and shelter. It provides tutoring services for children and substance abuse counseling for adults. It also operates an urban organic

farm, and sponsors a bakery staffed by men "re-entering" society after suffering bouts of homelessness or incarceration.

"The holidays can be a difficult time for many people in our community," said Chuck Evans, corporate vice president, automotive, Henkel.

Henkel and its employees chose to partner with the Capuchins, and contribute to their mission of serving those in need.

For more than 130 years, Henkel has been a global market leader in adhesives, sealants and surface treatments for the transportation industry. Henkel employs 50,000 people worldwide.

Ford Fair Lane Estate Begins to Wind Down

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A complete schedule of holiday tours and events can be found on the Estate's Web site. After Dec. 17, only the grounds of the estate will remain open to students, faculty and community.

Mike Skinner, a volunteer tour guide at the Fair Lane Estate, offered a tour of the sizable facility and discussed the pending closure, as well as how the upcoming restorations might play out.

"Whether they're going to restore it to 1920, or 1916, or 1940 before they (Henry and Clara Ford) died, we're not sure. That will all be determined," Skinner said.

"The catering business, the kitchen and the restaurant will all be gone after next month, which is a win-win in the long run, but right now they need it to keep the place open."

"There are 19 (employees) on staff, part-time and full-time, including all the food service people. One full-time and one-part time on the garden staff. The part-time curator and the development person will stay with the Ford House, the rest are being able to move to other jobs on the campus, in most cases."

"They're closing everything in December (Dec. 17), there will not be much more than security after that until next June, when ownership transfers."

During the transition phase (Dec. 18, 2010 - June 30, 2011)

and into the renovation and reprogramming phases following transfer, the four staff members who have accepted positions with the new entity that will govern the Estate effective July 1, will continue to work at the Estate.

Susan McCabe, curator, will serve as site director and will be the primary contact at the Estate during the transition period. Breon Moriarty will continue to support development initiatives.

Garden volunteers, under the leadership of Karen Marzonia, landscape and grounds manager, and Pamela Morrison, landscape and volunteer coordinator, will continue to maintain the gardens through the transition period and after transfer.

Public garden hours are 7 a.m. to 6 p.m., Monday through Friday. Other volunteer services will conclude on Dec. 17.

According to tour guide Skinner, in the facility's heyday when Henry and Clara Ford occupied it, Mrs. Ford hosted as many as 1,800 women at a time at her outdoor garden parties. The estate's garden and landscaping have been meticulously maintained ever since.

Over the past few months, Ford House representatives have met with Dearborn officials and community groups to introduce them to their organization, share information about the transfer and seek community input and suggestions.



Dearborn auto supplier International Automotive Components (IAC) announced recently that it will be moving its headquarters to a state-of-the-art facility in Southfield, pictured above, in 2011.

IAC to Leave Dearborn

By Gerald Scott
Staff Reporter

One of Dearborn's stalwart auto suppliers will be moving to Southfield next year.

International Automotive Components (IAC) announced earlier this month that it will relocate more than 500 employees from its current North American corporate headquarters in Dearborn to a state-of-the-art facility in Southfield beginning in the spring of 2011.

The new headquarters is a 114,000-square-foot facility located at 28333 Telegraph Road. Positioned between 11 and 12 Mile Roads, the facility is conveniently located near the I-96 and Northwestern Highway interchange. Financial terms of the agreement were not disclosed.

Since its origination in 2007, IAC has aggressively developed the company and currently ranks 10th on one list of largest-such OEM parts suppliers among businesses located in Southeastern Michigan.

The new headquarters facility will provide additional infrastructure and capabilities to support IAC's evolving global operations. Planned renovations will include construction of an annex building adjacent to the existing structure, which will serve as an advanced engineering and technical center.

The location in Southfield was selected, in a large part, due to its more central proximity to the Detroit metropolitan area.

"After thorough reviews of numerous potential locations for the new headquarters, we determined that the Southfield location provides IAC with the best overall opportunity to improve the work-life balance for our associates," said Robert Bryan, senior vice president of IAC North America and Asia.

"The new headquarters is at the center of the metropoli-

tan Detroit area and also is more conveniently located for our customers, suppliers and numerous other visitors."

IAC said that it evaluated several locations before selecting Southfield. It plans to submit applications for real and personal property tax credits in the near term that are key to making the Southfield site competitive with other sites in and outside of Michigan, the supplier said.

The Southfield property is owned by an affiliate of Kojanian Management Corp. C.B. Richard Ellis was the broker representing IAC on this transaction.

IAC has several facilities throughout Southeastern Michigan, including a Validation and Preproduction center in Troy, a Noise Vibration and Harshness (NVH) Testing and Validation center in Plymouth, and manufacturing facilities in Warren, Port Huron and St. Clair.

IAC employs more than 2,200 people in Michigan.

IAC is a leading global supplier of automotive components and systems, including interior and exterior trim and structural and functional ap-

U-M Dearborn Choir Presents Sondheim Show

The University of Michigan-Dearborn Choir is presenting an 80th Birthday Tribute concert to Stephen Sondheim and holiday songs.

The concert will be held at the CASL Atrium on the U-M Dearborn campus on Friday, Dec. 3, from 7-9 p.m.

It will feature solos from the U-M Ann Arbor School of Music including Madeline Trumble, Britney Coleman and Eric Maier. Also, Joan Stevenson from the Out of the Box Theater will solo.

U-M Dearborn University Choir is directed by Richard Rischar.