

U.S. Auto Scene

— First Published in 1993 —

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AD DEADLINE: Thursday 5:00 p.m. for the next edition
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William L. Springer II, Publisher
Hal Watts, Local News Editor
Debra Joswick, Ad Design
Chris Zawislinski, Circulation

Springer Publishing Co., Inc. © 2011
31201 Chicago Road South
Warren, Michigan 48093
586-939-6800

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AutoNation Chief Executive Gets \$6.8 Million Annual Pay Package

By MICHAEL FELBERBAUM
AP Business Writer

RICHMOND, Va. (AP) — AutoNation Inc., the nation's largest automotive retailer, awarded its CEO Mike Jackson a compensation package valued at nearly \$6.8 million in fiscal 2010, up 31 percent from fiscal 2009, according to an Associated Press analysis of a regulatory filing.

The pay package came in a year when the Fort Lauderdale, Fla., company, which owns more than 240 new-vehicle franchises in 15 states, saw its net income grow more than 14 percent and its revenue increase 17 percent.

The compensation deal was disclosed last week in an annual proxy filing with the Securities and Exchange Commission.

Jackson's salary remained the same at \$1.15 million, and he received a \$2.86 million performance-based bonus, about a quarter of which will be paid in 2013, without inter-

est. The value of his stock options and stock awards rose about 23 percent to nearly \$2.6 million.

Jackson, 62, who has headed AutoNation since September 1999 and serves as chairman of the its board, also was given other compensation worth \$174,928, which included personal flights on company-owned planes and for company and personal car allowances.

AutoNation also said it will hold its annual shareholders meeting May 4 at its headquarters.

The Associated Press formula for calculating executive compensation is designed to isolate the value that the company's board placed on the executive's total compensation package during the last fiscal year. It includes salary, bonus, performance-related bonuses, perks, above-market returns on deferred compensation and the estimated value of stock options and awards granted during the

Ford Chief Engineer Talks Electrification at SAE

DEARBORN — With a full suite of new electrified vehicles coming to market over the next two years, Ford is pushing ahead with key technologies to advance its electrification strategy.

At this week's SAE 2011 World Congress, Chuck Gray, Ford chief engineer of Global Core Engineering Hybrid and Electric Vehicles, will share his insights on the emerging top five electrification technologies, ranging from batteries and motors to Human Machine Interface (HMI) features.

"As we see continuing escalation in the price of fuel, people are becoming more interested in electrified products," Gray explained. "We've developed a clearer picture of how these technologies can be leveraged and brought to market, and we're confident that each will further improve the efficiency of our expanded portfolio of products."

Ford has more than 244 patents for its electrification technology. The company's top five electrification technologies discussed by Gray are:

- Ford's popular fuel-saving technology that automatically shuts off the engine when the vehicle comes to a stop — a feature found today on Ford Fusion Hybrid and Ford Escape Hybrid and on some Ford cars in Europe — will soon be added to conventional cars, crossovers and SUVs in North America.

- Ford's patented new Auto Start-Stop system for gasoline engines will improve fuel economy for most drivers by at least 4 percent. The gain can be as high as 10 percent for some drivers, depending on vehicle size and usage. It also reduces tailpipe emissions to zero while the vehicle is stationary or waiting at a stoplight with the engine off.

- HMI — the way the vehicle interacts with the driver — is a

significant component in Ford's suite of electrified vehicles that helps to inform, enlighten, engage and empower drivers.

Just as the growing leafy vine of today's SmartGauge with EcoGuide represents fuel efficiency in Fusion Hybrid, the cluster display in the all-new Focus Electric will use blue butterflies to represent the surplus range beyond one's charge point destination — the more butterflies there are, the greater the range.

At the end of each trip a display screen provides distance driven, miles gained through regenerative braking, energy consumed and a comparative gasoline savings achieved by driving electric. Other range enablers will include a budget view, range view and Brake Coach, which gives drivers feedback on their braking performance to maximize recuperation back into the battery.

The new Focus Electric also will feature the MyFord Touch™ map-based Navigation System using the vehicle's center stack 8-inch touch screen, which is another iteration of HMI.

After adding their driving destinations, including their next charge point, into the vehicle's Navigation System, the vehicle will coach drivers on how to achieve the desired range — or if travel plans need

to be adjusted. The onboard Navigation System provides an EcoRoute option based on characteristics of efficient EV driving.

The new Ford C-MAX Energi and C-MAX Hybrid models, to be launched in 2012, build on the success of the critically acclaimed powersplit architecture Ford uses in its current hybrids, including Fusion Hybrid.

In a powersplit hybrid, the electric motor and gasoline-powered engine can work together or separately to maximize efficiency. The engine also can operate independently of vehicle speed, charging the batteries or providing power to the wheels as needed. The motor alone can provide sufficient power to the wheels in low-speed, low-load conditions, and work with the engine at higher speeds.

While this system enables the current Fusion Hybrid to operate in fuel-saving electric mode up to 47 mph, Ford is targeting higher electric operating speeds for C-MAX Hybrid and even more capability for C-MAX Energi, which will have the advantage of additional battery power.

Ford's future hybrid and electric vehicles will use new lithium-ion battery systems that are designed to maximize use of common, high-quality components, such as control board hardware that has proven field performance in

Ford's current, critically acclaimed hybrid vehicles.

Li-ion battery packs offer a number of advantages over the nickel-metal-hydride (NiMH) batteries that power today's hybrid vehicles. In general, they are 25 to 30 percent smaller and 50 percent lighter, which makes them easier to package in a vehicle, and they can be tuned to increase power to boost acceleration or to increase energy to extend driving distance.

Focus Electric, C-MAX Energi and C-MAX Hybrid models all will be powered by advanced lithium-ion battery systems that are being engineered by Ford. The Focus Electric battery system uses heated and cooled liquid to help maximize battery life and fuel-free driving range.

Thermal management of lithium-ion battery systems is critical to the success of pure electric vehicles. The system also features cabin climate preconditioning while on charge from the wall plug to further maximize electric range during driving.

"Our battery and motor systems engineering are key enablers of our electrification strategy," said Gray. "Our goals are to continue to improve energy efficiency while simultaneously reducing costs, providing a value benefit to the consumer."

All of the major engineering panels at SAE were very well attended, officials said.



Chrysler Group revealed its new Mopar Charger at its Mopar Complex in Center Line last week. Powered by the 5.7-liter HEMI with 370 horsepower and 395 lb.-ft. of torque, the Mopar Charger is loaded with Mopar goodies and includes the "Super Track Pak" option.

Mopar Allies with Magneti Marelli, Shell Lubricants for Full Servicing

by Gerald Scott
Editor
U.S. Auto Scene

Mopar, Chrysler's parts division, is seemingly on the march these days.

Earlier this month, Mopar and Jeep rolled out a half-dozen "extreme rides" aimed at the Jeep enthusiast audience gathering in Moab, Utah, for the annual Easter Rally. The off-road vehicles were edgier than most auto analysts expect from Mopar.

Then, last week, Mopar hosted a big presser at its headquarters complex in Center Line, where Mopar President and CEO Pietro Gorlier made a series of aftermarket product announcements led by a new strategic parts alliance with Magneti Marelli and Shell Lubricants.

Recognizing that last year, more than 2.6 million customers with competitive vehicles visited Chrysler Group car dealerships for typical light maintenance including oil changes and tire rotations, Mopar is now taking advantage of all of that outside interest in Chrysler service.

Thus, Mopar announced a strategic relationship with Magneti Marelli and Shell Lubricants that will now give its dealership network the ability to fully service competitive vehicles.

"After introducing a number of initiatives to improve service for our customers including brand-specific customer-care lines, extended service hours during workdays and weekends, and a push for Mopar Express Lanes, taking care of owners with competitive vehicles is the next frontier," Gorlier said.

"For customers with competitive vehicles, Mopar's relationship with Magneti Marelli and Shell Lubricants effectively creates one-stop service shops at our Chrysler Group dealerships. And with the addition of 3,000 quality-tested parts, our dealership network will now have the ability to fully service customers who drive into our service lanes with competitive vehicles."

Beginning this month, Magneti Marelli will begin supplying Mopar and Chrysler Group dealerships with brakes, shocks, struts, oil filters, air filters, fuel filters and cabin filters for competitive makes. Other product lines will gradually phase into the Chrysler Group dealership network.

"In addition to customers with competitive vehicles, our dealers will now be able to supply independent repair facilities with a full line of premium parts," Gorlier

added. "With this unique collaboration, this move further positions Mopar as a leader in customer care."

In addition to Magneti Marelli, Mopar is also working with Shell Lubricants in order to further bolster the company's move to offer dedicated express-lane service in its dealerships.

Shell Lubricants provides dealer-level program and marketing support and supplies the Mopar oil program with premium Mopar and Pennzoil motor oils for Chrysler Group and competitive-make vehicles alike.

"Over the past few months, we have worked closely with Mopar on distribution synergies and our parts range proposition," said Dino Maggioni, CEO of Magneti Marelli Aftermarket.

"We are ready to develop our presence in the U.S. aftermarket, bringing our product expertise and becoming the brand source for the company's all-makes parts."

In addition to Pennzoil passenger-car motor oils, Mopar's oil program will feature Shell Rotella heavy-duty engine oils. Both Pennzoil and Shell Rotella are the most preferred brands in the U.S. in their respective categories and will be featured components of Mopar's Express Lane program.



PHOTO: CHRISTINE SNYDER

The EcoCAR2 Challenge is one way students are preparing for engineering challenges in the energy and automotive fields. Above is a modified Chevrolet Malibu being used for the EcoCAR2 program.

U.S. is Making 'Biggest Investment in Clean Energy Our Country Has Seen'

by Christine Snyder
Staff Reporter
Tech Center News

The fact the President's recent State of the Union address led with clean energy as a priority emphasized the administration's commitment to alternative fuels, said David Sandalow, assistant secretary for policy and international affairs for the Department of Energy.

Sandalow, author of the book, "Freedom From Oil," was the keynote speaker April 13 at the 2011 SAE World Congress at Cobo Center in Detroit.

"It's no surprise gas prices are rising," said Sandalow, who added that we expect this lack of choice because we are used to it. "But it's odd. If I go to a restaurant . . . I have choices. But if I want to move my car, I have one choice."

In the U.S., 70 percent of our petroleum consumption is used for transportation and 55 percent for on-road vehicles. While we have shrunk our oil imports over the past few years, more than half of our petroleum is imported, said Sandalow.

The low carbon emissions standards the Obama administration passed represented the biggest step in our history toward divesting ourselves from foreign oil dependence, said Sandalow, who added that within the stimulus funding was the largest energy bill in U.S. history. "It is the biggest investment in clean energy our country has ever seen."

The administration's initiative to put one million plug-in vehicles on the road by 2015 is "in the right ballpark," said Sandalow. "If you take what GM, Nissan and Fisker are doing, it's well over a million."

"This is as exciting a business space as we've ever seen," said Sandalow. "For 100 years, the business model in

transportation was almost entirely petroleum. As we change to electric vehicles, we'll see lots of fortunes made."

Five companies have partnered with the U.S. government to support clean vehicles in their fleets. The five — UPS, FedEx, Pepsico, AT&T and Verizon — represent half of the 10 largest fleets in the U.S.

The U.S. government is participating in this support as well. By 2015, all government vehicles will be alternative energy vehicles, said Sandalow.

There are some challenges on the road to energy independence. One is the high cost of batteries to propel EVs. However, Sandalow said those costs are decreasing.

The current price of batteries runs \$700-950 per kilowatt hour (kwh), which is lower than a few years ago. Sandalow said the goal is to have it down to \$500 per kwh by next year and to \$300 by 2015.

The other challenge is to get electricity that runs the batteries from clean sources.

"Due to the efficiency of the electric motor, you could plug into a coal plant and the emissions are equal to driving a gasoline-powered engine," said Sandalow. "You don't go backwards in any case with an EV. But the real win will be getting energy from clean sources."

The DOE's Sunshot Initiative's goal is to make solar power competitive with other sources.

Biofuels and natural gas are other areas that will be important to the transportation portfolio, said Sandalow.

The clean energy challenge will be a multi-generational one, said Sandalow, just like the dependence of oil has been. "None of our problems are going to be solved in one generation," said Sandalow. "We need to prepare the next generation."

One of the ways to do that is with competitions such as the EcoCar2 challenge. In EcoCar2, 16 universities will compete to reduce a car's environmental impact without compromising real-world performance or safety.

The program kicked off with Sandalow announcing the 16 universities chosen from the "fierce competition" of 400 initial requests for participation.

Wayne State University was one of the 16 chosen to participate in the challenge, which will conclude in the summer.

'Things Have Bottomed Out,' Mayor Bing Tells SAE Engineers

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be described as a big and busy SAE Congress.

The Ride and Drive function grew this year, with the GM Tech Center providing 10 Chevrolet Volts as well as select passenger cars like the Chevrolet Cruze Eco and Cadillac CTS-V coupe for visitors to drive.

A three-mile public road course was set up outside of Cobo such that test-drivers could make short runs in each of those cars and the lines for driving were long throughout the show.

Elsewhere at Cobo, the big job fair, which included Big Three recruiters, was a hit, as were breakout sessions and paper presentations that delved into the nitty-gritty of powertrain, emissions and hybrid technology developments.

Score another successful SAE Congress in the record books and organizers were already said to be at work on the 2012 show as well.