



**Soave**  
ENTERPRISES

# SPECTRUM



## Innovative Thinking

With the calendar changing over to a new year, we're reminded of the need to regularly hit the figurative "restart button." Engaging in innovative thinking is an ability highly valued at Soave Enterprises. We appreciate fresh approaches, pioneering concepts and advanced problem solving.

As a Detroit native and lifelong City promoter, a ground-breaking venture I'm delighted to be part

of is the redevelopment of Corktown. This historic neighborhood is poised to thrive and Soave Enterprises is eager to be involved. Detroit is part of our corporate heritage. With an investment of more than \$43 million, we will encourage the budding urban revitalization with five blocks of residential units, mixed-use space and a green space. Thank you to our Real Estate Group for identifying this outstanding opportunity

Over the course of the next two years, we'll rehab the historic Checker Cab building as part of our Corktown revitalization project, which we have named Elton Park. Checker Cab, part of our Soave portfolio since 2002, will relocate its operations to a more modern facility and the building will become rentable residential lofts.

Significantly, Elton Park is not the sole innovation we have to report in this newsletter issue. Original ideas are part of our corporate DNA. At Ferrous Trading & Processing, the engineering team has swiftly repurposed scrap metal processing equipment to meet the automotive market's changing needs. MPS Group is expanding into new geographic areas and entering new industries to diversify its client base. Halfway across the country, Mercedes-Benz of Kansas City is erecting a service facility solely devoted to commercial vehicles.

Each of these opportunities and breakthroughs began as a simple idea that was conceived, nurtured, vetted and facilitated by our team. Soave Enterprises is proud to encourage such forward-thinking individuals who aren't afraid to take calculated risks.

Congratulations to each of you on a productive 2016 and I look forward to what the New Year will bring. May you have health and happiness in 2017.

## Meeting the Aluminum Challenge

Thanks to the redesigned Ford F-150, aluminum is enjoying vastly increased demand in the manufacturing world. The country's best-selling vehicle gained an all-aluminum body, resulting in a lighter weight vehicle with better towing ability, while the metals recycling industry gained a challenge. To hold its position as an industry leader, Ferrous Processing & Trading (FPT) was motivated to quickly innovate and greatly expand its capacity to process automotive aluminum.



Production of the new Ford truck began in January 2015 with no clear expectation of the scrap aluminum volume to be generated. "We were initially told to anticipate 200,000 pounds," noted John Palmer of SLC Recycling, a division of FPT. "Actual totals for January were 1.2 million pounds. Seven months later, the volume surpassed 4.3 million pounds!"

Manpower and machine power alterations were necessary to meet the spiking demand. Attention turned first to ramping up hours and workforce. "Prior to the redesigned F-150's launch, SLC Recycling was running its shredder only one shift four days per week. With this new stream of aluminum, the facility adjusted production hours to six days per week and added a second shift," explained Palmer.

Next, a microscope was turned on production equipment. At the time, SLC Recycling's shredder was processing aluminum at 15,000 pounds per hour on average. "With inbound volume inventory consistently growing, we

realized that another aluminum shredder was going to be needed to keep up," detailed Palmer. "After exploring all of our options, we decided to retrofit an existing shredder."

The previously underutilized machine, known as the Lincoln shredder, was originally limited to steel processing. Located at the John Kronk yard, the machine was transitioned from being able to shred a full older material automobile in 15 seconds to an aluminum specialty machine that shreds 70,000 pounds of aluminum per hour.

This remarkable upgrade from steel to aluminum shredding was accomplished by the FPT engineering team, led by Executive Vice President Tony Benacquisto in just over nine months. The team's heroic efforts on the Lincoln shredder's overhaul included manufacturing a new infeed, concrete work, removing the old downstream, installing a new downstream, installation of a new finished goods building, and new discharge. The machine's new downstream now has magnetic separation where any steel is removed, a tromell where material is sized, and two eddy currents which remove any non-metallic material.

"As a result, the finished product is 100% clean aluminum which can be directly charged by the consumer in their furnaces," explains Palmer. "Engineering also made changes in the grates used inside the shredder to accomplish the correct size of finished goods for the consumer."

FPT's world class handling of the aluminum has earned the company the label of "preferred scrap processor" by Novelis Aluminum, Ford Motor Company's largest supplier of aluminum sheet for the F150. "We are currently processing over 4 million pounds a month for Novelis out of the John Kronk facility," Palmer proudly concludes. "The finished product was recently qualified into their Oswego New York facility where they produce the automotive alloys."





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## WAY TO GO!

*Special achievements deserve special recognition. Hats off to the following!*

- **Anthony Salvo**, son of Ferrous Processing & Trading's Florida District Manager **Frank Salvo**, wrapped up his 12U season on the Miami Elite travel baseball team with a 0.00 ERA, 18 RBIs and a batting average of .527. The 7th grader's favorite MLB player is Danny Garcia of the Seattle Mariners, who is also Anthony's pitching coach.



- **Rob Wise**, an Account Representative with SLC Recycling, just won a "second job." In the November 8th election in Warren, Michigan, Wise won a seat on the Fitzgerald Public Schools Board of Education as a write-in candidate. Congratulations to Rob on his accomplishment and willingness to participate in public service! His term begins this January.



- Madonna University recently shined a spotlight on alumna **Marylou Fryberger** and her charitable works feeding children in the Philippines. A teacher by trade, Fryberger, daughter of FPT Executive Vice President **Jan Hemme**, relocated to the poverty stricken island nation because of her husband's job. As part of Global Thrive, MaryLu serves hungry children on what's known as Trash Mountain in the capital city of Manila. The group currently feeds 200 children and mothers twice a week by hiking up the mountain bearing supplies of food and water. To read the non-profit's blog and learn more about their mission, visit [www.thrive-global.org](http://www.thrive-global.org).

- FPT's Ft. Lauderdale and Miami locations celebrated a successful summer with a family-friendly picnic. The annual September event brings together both Florida yards for a combined event featuring a bounce house, soccer and cycling. Homemade dishes were passed around and team member **Eric Aquayo** barbecued the chicken.

- **Madison Borders**, 11-year-old daughter of MPS Group Regional Manager **Chad Borders**, has learned to drive, chip and putt with the best of them over her five-year golf career. The Bardstown, Kentucky 6th grader competed in 2016 on the Kentucky Juniors golf tour, sponsored by the PGA of America. "This was her first year competing against the best golfers from Kentucky, Tennessee and surrounding states," said the elder Borders. "Madison entered 19 tournaments, winning eight of them."

Madison also competed in Jr. PGA leagues, leading her coed team to the state tournament in August and participated in the national drive chip and putt competition sponsored by Augusta National Golf Club. Her skills on the links distinguished the young golfer in the conference school golf championship, besting competitors by 11 shots.

Keeping her skills diverse, she plays basketball in the off-season. Her middle school basketball team, coached by her father, wrapped up its season with a 22-0 record!



## Setting Our Sights Down South

Approximately 1,500 miles south of MPS Group's Michigan headquarters, a new growth opportunity is taking shape. MPS Groups' Gulf States Division, based in the waterfront city of Corpus Christi, Texas, has recently entered development. Sited to take advantage of the abundant resources of the Eagle Ford Shale region, this new division will introduce MPS Group's well-developed service philosophy and methodologies to the oil and gas industry.

Mario Tribuzio has been named Gulf States Regional Manager and will head the division. With a diverse background that combines oil and gas experience with demolition, excavation and construction leadership, Tribuzio has a history of managing successful projects with significant logistical and operational components. He was most recently Vice President of North American Operations for JC Foudale Energy Services in Shreveport, Louisiana. Coincidentally, the Michigan native and Gulf Coast transplant was first employed by Soave Enterprises predecessor City Waste during his high school days.

Tribuzio will be joined by Sonny Smithwick, a 32-year veteran of the oil and gas industry and south Texas resident. His extensive hands-on experience spans from early years as a roughneck on workover and drilling rigs to more recently serving as project and safety manager at refineries.

"We are excited to dive into this new MPS Group opportunity," said Tribuzio. "The Gulf States Division will concentrate on some midstream and the complete downstream sectors that fit into the MPS' growth and expansion plans into the U.S. southern states. Corpus Christi, in particular, began courting global industrial firms that use natural gas and natural gas liquids (NGL) five years ago. The region has over \$28 billion dollars in new projects under construction or in the final phases of permitting."

Within the oil and gas sector, "downstream" commonly refers to the refining of crude oil and raw natural gas, as well as the marketing and distribution



of all derived products. These include gasoline, kerosene, jet fuel, heating fuel, lubricants, asphalt and hundreds of petrochemicals. Midstream involves the transportation of crude oil and natural gas, as well as storage. The upstream sector, or exploration and drilling functions, has been the most impacted by recent years' industry downturn. "Downstream and midstream sectors have fared the best and continue to operate to satisfy consumer needs," elaborates Tribuzio. "Concentrating our services and products here will provide us with a secure base for the next 15 years."

The scope of services MPS Group can effectively transfer to applications within the oil and gas industry are extensive. Core competencies such as environmental and emergency clean-up crews, industrial maintenance and cleaning and waste management are at the heart of the offerings. Additionally, MPS Group will offer third party consulting and perform maintenance, such as equipment decommissioning and change outs or hydro-blast/clean outs. Typical oilfield construction needs like pipe assembling and concrete handling are points of interest as well.

"With 40,000 miles of pipelines that require servicing, plus 1,400 compressor stations, 11,000 gathering stations and 62 refineries, all of which need maintenance, the gulf coast states represent an enormous, previously untapped market," notes Tribuzio. "With our exemplary safety record, ISNET rating, proven performance, and customer commitment culture, we have the opportunity to become a major force in the Gulf States region."

## Kalea Bay Launching Tower 200

The appeal of waterfront property in North Naples, Florida has not diminished – and neither have sales at Soave's luxury condominium development. With more than 75% of units sold in Tower 100, contracts are now being accepted for Tower 200. Upon completion, Kalea Bay will be home to 582 residences in five towers that grace over 480 acres of land. Each luxury waterfront condominium commands west and southwest views.



"Move-in dates are less than a year away for 120 residences in the first tower. The three stunning showroom models are almost complete," stated Inga Wilson, Vice President of Sales and Marketing for Kalea Bay. "It's the perfect time to launch sales for Tower 200. The demand for accepting reservations was already in place."

"Kalea Bay represents a new chapter in Southwest Florida architecture. It's sophisticated and chic. Contemporary yet casual, and very, very cool," Wilson noted. "Each residence is nestled within a gated community that feels more like a resort than a Florida waterfront project." The community includes all the amenities of a 5-star resort from an awe-inspiring rooftop pool to a resort-style clubhouse with restaurants, tennis, three pools and more. Follow the progress with frequent updates at [facebook.com/Kaleabaynaples](https://facebook.com/Kaleabaynaples).



## Rolling in the D

Each Friday throughout the warmer weather months, a dedicated group of bikers departed 3400 East Lafayette on two wheels instead of four for a Motor City excursion. The recently formed bike club at corporate headquarters, led by .NET/SharePoint Developer Mark Sassin, explored different paths in the revitalized riverfront area.

The cyclists have frequented the Dequindre Cut Greenway – and its recently opened extension to Mack Avenue – a 1.35-mile urban recreational path that was formerly a Grand Trunk Railroad line. The greenway offers a below-street level path between the Riverfront and Eastern Market. It is well-known for its urban artwork and graffiti which is commissioned by the Detroit Riverfront Conservancy.



“Initially, I thought it would be difficult to continually come up with new routes to ride,” noted Sassin. “However, thanks to a mix of existing historic locations and the high-priority non-motorized projects taking place in the area as a part of the Inner Circle Greenway project, there are always new areas for staff members to experience. Soave Enterprises has always prided itself on being a product of Detroit. It’s only natural that we embrace the sights our immediate area has to offer.”

In addition to regular rides on the Greenway, the Soave bike club has also visited 86-acre Elmwood Historical Cemetery, the oldest continuously operating, non-denominational cemetery in Michigan, and directed its wheels for a spin through the Heidelberg project. The project is an open-air art environment on Detroit’s East Side that covers two blocks with every day, discarded items transforming the area into an extended symbolic showcase.

The group also frequents the recently revamped RiverWalk – enjoying the sights and sounds along the Detroit riverfront.

“We enthusiastically encourage others to join us,” said Sassin. “Just grab your bike and come on out. Everyone is welcome. We’re celebrating the multifaceted experiences provided by our city, building relationships with each other and enjoying a bit of exercise at the same time.”

## Envisioning Elton Park 2.0

# Soave Real Estate Begins a Detroit Residential Development



A frequent fixture in recent “Detroit is rebounding” headlines, Corktown has become a coveted address. Always ready to invest in its hometown, Soave Real Estate has joined this movement and announced a plan to build more than 400 apartments and tens of thousands of square feet of new retail space as part of the area’s revitalization. The \$43.8 million phase one, named Elton Park, totals 151 units and covers five blocks in the historic district located just west of downtown Detroit.

“Elton Park is our most recent entry into the residential real estate market in Detroit,” noted Tysen McCarthy, vice president of Soave Real Estate Group. “Obviously, our connection to the city runs deep and we are proud to take a leadership role in its future.”

The planned development is expected to begin this spring with an expected phase one completion date of December 2018. The historic Checker Cab building is included in the multi-building project. The entire neighborhood has been on the National Register of Historic Places since 1978. In a nod to its esteemed past, the project is named Elton Park. Years ago Elton Park, which sat at Elizabeth and Eighth streets until it was built over during construction of the Lodge Freeway in the late 1950s, was a common meeting place for the whole neighborhood.

The Checker Cab building is expected to be turned into 52 loft-style apartments, while new construction is expected to bring a cluster of mid-rise buildings featuring upper floor apartments and first floor retail, as well as four new three-story townhomes. Checker Cab operations will be relocated to another Detroit location as part of the redevelopment efforts.

“The for-rent units are expected to include primarily one-bedroom apartments, but also a smattering of two and three-bedroom units,” said McCarthy. A green alley will connect Trumbull Avenue to Eighth Street to provide open space amid the urban backdrop.

“We are aligned with the state’s long term interest in fostering growth by attracting new people to live and work in the city,” said McCarthy. “Once the phase one apartments are preleased, we are going to keep going.” All four eventual phases of the project are expected to cost about \$125 million and include more than 400 residential units.





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## Staying Fit and Focused with MyBramHealth



Staying focused on diet and fitness goals can be daunting in the face of packed schedules, fast food and Netflix binge-watching. Brambleton, Soave's master planned community in Loudoun County, Virginia, challenged its residents to remain focused on long term wellness with [MyBramHealth.com](http://MyBramHealth.com). The website is a first-of-its-kind, community-based platform that provides residents the opportunity to find and become the best version of themselves.

In July 2016 at the inaugural Healthy Living Expo, they shared the online destination sponsored by StoneSprings Hospital to help community

members to improve their health. Powered by Sharecare, MyBramHealth provides residents with personalized recommendations, expert insights and motivating programs to help them live their healthiest. The site even includes a RealAge® Test – to find the true age of the body you're living in! The first 1,000 residents received free membership.

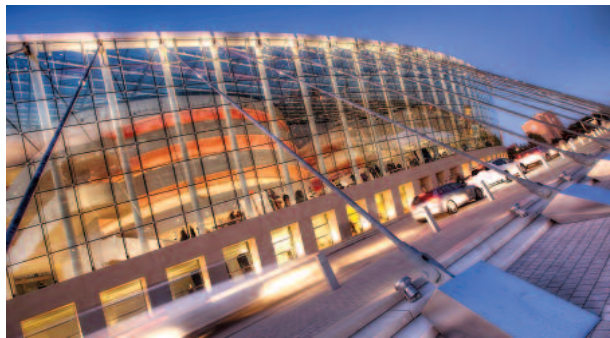
"We all know that it's challenging to stay on track by yourself, so use this group and [#mybramhealth](https://www.facebook.com/mybramhealth) to help yourself and others to be healthy and fit!" said Kim Adams, Brambleton's Marketing Director.

Participants often post on the initiative's Facebook and Instagram pages. Hashtags [#MyBramHealth](https://www.facebook.com/mybramhealth) [#ArmorUp](https://www.facebook.com/mybramhealth) [#HealthyLiving](https://www.facebook.com/mybramhealth) [#BramLife](https://www.facebook.com/mybramhealth) [#IGotThis](https://www.facebook.com/mybramhealth) keep the group in contact. "We share tips about a healthy, easy meal or fitness class," explains Adams.

As part of MyBramHealth, teams are participating in "Healthy for the Holidays," an eight-week challenge to see which team can log the most miles. "The Brambleton staff has a team named 'Flab-u-less'," notes Adams. "We've been churning out the miles!"

## Cars & Community

Aristocrat Motors takes its commitment to Kansas City seriously. As Robert Hellweg, Marketing Director for Soave Automotive Group, explains, "There is a level of corporate responsibility that businesses accept when taking a leadership role in the community. Each of our brands exemplifies this belief. We're proud to associate ourselves with the city's signature events and causes."



The partnership of Mercedes-Benz of Kansas City and the Kauffman Center began during construction of the city's world class performance facility. It features two performing centers – a hall specifically designed for stage and theater and a concert hall designed for symphony and other musical genres.

"The recent five-year anniversary festivities for the Kauffman Center's milestone noted this ongoing partnership and featured Mercedes-Benz of Kansas City and Aristocrat Motors," noted Hellweg. More than 10,000 visitors attended the free September 2nd event, named BravoKC, and enjoyed live performances on three stages, interactive activities on the south lawn, birthday cake and fireworks.

The very next weekend, across town, black-tie clad party-goers lined up to take a loop around the Kansas Speedway racetrack with professional drivers at the 15th Annual "Treads and Threads" Gala. Aristocrat Motors was named the official Track Sponsor at the September 9 event.

This year's benefit supported The University of Kansas Cancer Center's Breast Cancer Prevention and Survivorship Research Center and oncology services at Cambridge North Tower on the main campus. More than 4,000 attendees listened to Grammy Award-winning band, Train, and dined on gourmet entrees, in addition to taking a spin around the track in Mercedes Benz, Maserati, Porsche, Jaguar and Range Rover vehicles provided by Aristocrat Motors.

"Our speed aficionados were excited for a trip around the mile-and-one-half NASCAR track and all came back for more!" Hellweg offered with a smile.

## End of an Era

Joe Comisso is retiring after 48 years of service at Ferrous Processing & Trading. FPT's longest standing employee began his tenure January 24, 1968.

Joe worked several positions throughout the yard at the beginning of his career, but has been a locomotive operator for over 40 years.



"To say Joe just ran the locomotive is a big understatement," noted Rachael Gualtieri, General Manager, Canadian Operations. "From rail repair to labor intense jobs, there was nothing Joe would not do. His strong work ethic and commitment to the company were displayed everyday."

Joe will now enjoy free time in his garden, making wine and spending more time with his family.

## Continuation of an Era

On December 8th, Mercedes-Benz USA recognized the Mercedes-Benz of Kansas City team for the dealership's 10 years of outstanding service.



Mercedes-Benz Central Region Area Manager Dave Suplee presented the award to General Manager John Howden and President of Soave Automotive Group Marion Battaglia. Anthony Soave was also on hand to accept the honor. Congratulations to all!

## Start of a New Era

A brand new 10,000 square foot repair facility for Mercedes-Benz Commercial Vehicles has an anticipated completion date in late March 2017.



Located on the Mercedes-Benz of Kansas City campus, full-size Sprinter and mid-size Metris vans and trucks, as well

as Freightliner vans, will soon have a dedicated service facility catering to the needs of these larger vehicles. Previously, the commercial vehicles had to negotiate entering and exiting service stalls originally designed for passenger cars and SUVs.

"This new facility, a first in our geographic market, recognizes the success that Sprinter has been for our Kansas City organization," notes Robert Hellweg, Marketing Director for Soave Automotive Group



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