



**SOAVE**  
ENTERPRISES

# SPECTRUM



## Visionaries

You might be tempted to believe that established companies are set in their ways. Some might think that with decades of history, profitable enterprises are happy to rest on their laurels and remain content with the status quo. At Soave Enterprises, we respectfully disagree with those assumptions.

As you flip through this issue of *Spectrum*, I

invite you to take note of the innovative thinking and targeted expansion that continue to make us a vibrant company. Right here in Detroit, our Corktown project is helping reinvent a historic neighborhood into a 21st century live/work/play destination. Farther to the south in Virginia, Brambleton has added affordable, senior housing to its remarkable lineup of offerings. The development team has also been green-lighted for a 3,700 home expansion, focused around two new metro train stations. The combination of our experience and forward-thinking concepts convinced local authorities to give Soave representatives the thumbs up and continue the march of progress.

Even further down south, the Miami branch of Ferrous Processing and Trading experimented with a novel, cost-effective method of transporting materials to their yard. Congratulations on your successful trial!

In addition, we welcome New Center Stamping to the Soave family of companies. We eagerly anticipate this addition of our first manufacturing facility and its hard-working employees to our lineup. As a team, you bring important new capabilities to our portfolio.

New opportunities abound if you know where to seek them. We are fortunate at Soave Enterprises to have such visionaries on staff.

Have a wonderful summer season, filled with sun, successes and family.

*Welcome to the Family!*

## New Center Stamping Acquired

Born in 1919 as "Fisher Body plant 37," New Center Stamping is the latest addition to the Soave Enterprises' family of companies.

New Center Stampings brings a long, respected history as an automotive supplier of aftermarket service parts to Detroit's "Big 3" of Ford, General Motors and Chrysler. The acquisition expands Soave's Industrials Group to include stamping, welding and assembly capabilities in the automotive, commercial trucking and bus market sectors.

The 20-acre, 240,000-square-foot building that houses New Center Stamping's operations is a staple of the Milwaukee Junction neighborhood of Detroit and was once home to both the Fisher Body Company and General Motors.



"We are excited to have New Center Stamping and its 103 employees join the Soave Enterprises family," said Ray Fernandez, New Center President. "Our company is a prime example of Detroit's manufacturing revitalization. A strong heritage lives on in our modernized factory and we look forward to the next chapter."

*Crain's Detroit Business* took note of the portfolio addition. In a March 17, 2019 article, the weekly journal quoted Ed Schwartz, chairman of New Center Stamping and executive vice president at Soave, on the plan to invest under \$10 million to grow the stamping capabilities and double revenue in 24 months: "I think two things are necessary for New Center's success. One is organization, which they have with Ray and his team. The other is capital. We have that and we're going to invest in it and make it more successful."

New Center Stamping is important to Soave Chairman and CEO Tony Soave as a native Detroiter. "This is really, for Tony, a presence in Detroit," Schwartz said. "He wants this company to do well and grow into something bigger. He's not bashful about that."



Over 70% of New Center Stamping employees live in the city of Detroit, with an average length of service over 10 years. "We pride ourselves on being a premier employer of manufacturing and skilled trade workers in Detroit," explained Fernandez. "The foundation of our competitive advantage is an experienced, talented, creative and highly motivated workforce focused on customer satisfaction, mutual respect and excellence in all we do."





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# WAY TO GO!

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

• Soave Enterprises co-op employee and Martin Luther King High School student [Kayla Pippen](#) organized a “Blessing Bag” drive as her senior project. Working with the Properties Department since summer 2018, Kayla’s goal with her capstone effort was to prepare and deliver 200 bags, filled with essentials, to local homeless people. Thank you to all who donated and thank you to Kayla for your work!



• Planning for a career as a pediatric physical therapist, [Hailey Hauswirth](#), daughter of MPS Group’s [Mary Hauswirth](#), has been accepted into an Oakland Schools Technical Campus (OSTC) program for Medical Science. A student at Walled Lake Northern High School, Hailey is one of only 16 students admitted to the exclusive program.



• [Katie Pierceall](#), daughter of Accounts Payable Supervisor [Shelly Pierceall](#), will be graduating magna cum laude this spring from Woodhaven High School. During her high school years, she served as the section leader for Bella Voce Choir and as part of the theatre company. Katie will continue her studies at Grand Valley State University pursuing a degree in biochemistry.



• A trio of academically-minded third graders are making their parents proud. The classmates are all children of MPS Group’s Ohio Branch team members and have been on Honor Roll for the entire school year. From left to right are: [Braxton Shank](#), son of [Casey Cain](#); [Bryson Senft](#), son of [Michelle Lewis](#); and [Luke Langdon](#), son of [Josh](#) and [Tiffany Langdon](#).



• [Devin Jarcaig](#), daughter of FPT’s [Sheldon Jarcaig](#), became a partner at the Toronto-based law firm of Milburn & Associates. Jarcaig specializes in employment law issues, including litigation matters. She obtained her J.D. and L.L.B. from the Dual Canadian and American law degree program at the University of Windsor and the University of Detroit Mercy in 2011.



*Virginia Expansion:*

## Commuter-Focused Development Near New Metro Stations

Transit-minded home buyers will someday have a new commuter friendly option in Loudoun County, Virginia. With county officials’ recent approval of plans, work can now begin work on a 160+ acre expansion property. Approximately 3,700 new homes are set to be built near two anticipated Metro stations and will include a mix of townhomes, condominiums, apartments, office and retail.

“This will be one of the largest developments in the county’s history with a timeline extending over the next few decades,” said Steve Schulte, Vice President. “Our experience building Brambleton has

prepared our team to handle the demands of this ambitious development.”

Designs include pedestrian connections to metro stations, alongside about 740,000 square feet of office and 239,500 square feet of retail. The bulk of homes are set to be apartments and condominiums, with a maximum of 381 units for townhomes and another 332 for stacked, multifamily units.

The Brambleton Group plans to widen the adjacent section of highway to six lanes, and coordinate other roadwork projects to allow for increased usage. Approximately \$85 million in infrastructure improvements to county facilities are included.

“Our goal is for traffic to flow more efficiently in the area,” said Steve Schulte. “We have also set aside 23 acres of parkland and 8.3 acres for a potential elementary school. This new development will become a model for other local communities.”



## Affordable Senior Housing Arrives in Brambleton

Amid the luxury backdrop of master-planned Brambleton, an affordable housing option for seniors has emerged. The Woods at Birchwood offers 83 apartments where 55+ residents on fixed incomes can enjoy all the amenities of the larger community. The apartments are mixed within 1,500 other age-restricted luxury homes in a neighborhood called Birchwood at Brambleton.

“When we envisioned Birchwood at Brambleton, we committed to the county to create affordable dwelling units and it made sense that they should also be 55+,” said Kim Adams, director of marketing for Brambleton. “We wanted to create an affordable seniors-only rental community - a rarity in Loudoun County.

Adams notes that Brambleton residents were specifically requesting senior housing, across all price ranges. “Many residents want their parents to be able to move closer,” Adams said. “That was top of mind, so we designed the apartments to blend in with the greater 55+ community. These units closely resemble others available for sale. Even the interiors, which have similar granite countertops, wood-laminate flooring and outdoor elements with patios or balconies.” Construction on The Woods at Birchwood was completed in December 2018, and 100% of the apartments were leased as of mid-May.

The Woods at Birchwood features one- and two-bedroom apartments for seniors who earn between 40 and 60 percent of the Area Median Income (AMI). The apartments have private garages, elevators, a community room and access to other amenities at Brambleton.

“They’re absolutely gorgeous,” Adams said. “Now that they’re built, we’re thrilled with the look and feel.”







# FPT Gets to Work in the Windy City

Ford Motor Company’s Chicago Assembly Plant is preparing for the all-new 2020 Explorer. Making room within the 2.8 million square foot, 95-year-old facility required removal of 3,000 gross tons of equipment and tooling. Impressively, Ferrous Processing and Trading (FPT) was able to complete this monumental task in only five days.

The FPT team, including Senior Account Executive Kevin Hopps and Account Executives Tyler Grech, Tony Coraci and Chris Vasquez, worked three shifts for those five days to achieve the required schedule.

“Assembly and body lines, as well as body weld lines, were removed,” noted Hopps. “Two hundred and fifty truckloads of scrap were moved from inside the plant to a laydown area outside where the scrap metal was then moved to a local consumer.”

Ford shut down production at the Chicago plant for the entire month of March to invest \$1 billion into updating and revamping the facility to build the new model rear-wheel drive Explorer, the Police



Interceptor and the Lincoln Aviator. Previously, the plant built the front wheel drive vehicle Explorer.

This collaboration is the fourth plant tear out FPT has completed for Ford. Since 2014, FPT has handled removal efforts at Kansas City, Wayne and Dearborn plants. “With each tear-out, we learn how to be more efficient,” explains Hopps, “and our expertise and track record encourage Ford to return as a repeat customer. We are flattered that a Ford Land Asset Manager noted ‘once again, FPT is on their game when it comes to these tear outs.’”

With this latest project, the additional challenge of working with a third party, local service provider enhanced the complexity. The FPT team spent three weeks prior to the tear out coordinating plans for trucking and processing of the scrap with the provider. All the removed equipment is set to be destroyed or recycled.

Chicago Assembly is Ford Motor Company's oldest continually operated manufacturing plant. It began as an alternative production site for the Model T to the River Rouge Plant on March 3, 1924.

# Barging into Innovation

A river-front location plus innovative thinking equaled a cost-effective supply of scrap material for Ferrous Processing and Trading’s (FPT) Miami location. Vice President of Operations Mario Macari and Director of Non-ferrous - South Region Matt Billingsley initiated an original transportation method for the 20-year-old south Florida facility to deliver 1,500 net tons of scrap from North Bimini and Ocean Key in the Bahamas.



“Three barges delivered the ferrous material ‘white goods’ and #1 heavy melt up the Miami River from two islands,” said Frank Salvo, FPT District Manager of Florida. “This first-time experiment has opened new opportunities to access material from the Bahamas and possibly elsewhere in the Caribbean. We are investigating the possibility of shipping via barge, also.”

“Competition for scrap in south Florida is high with two other shredders located nearby. Securing appropriately priced inbound material is key to successful operations” said Rick Morris, FPT Senior Buyer – Miami.

The Miami team engaged West Palm Beach barge company McCulley Marine and the local tugboat company Hempstead Towing, who coordinated with customs agents to transport the shipments up the heavily-trafficked Miami River. Deliveries were made to the FPT yard in February and March of this year.

The material was processed into plate and structural metal in the Miami facility, with three rail cars being sold for re-melting purposes. The balance of the material was shredded in the FPT Miami yard. Significantly, the plant has an area, approximately 200’ x 200’, designated as a USA Homeland Security Maritime Security (MARSEC) Area, which is monitored by the Coast Guard.

“Everyone in the Miami facility was involved in the purchasing and processing of this material,” said Frank Salvo. “With the many different facets of this delivery, including customs inspections, cutting and shipping, our complete team - from administration to laborers – had a hand in its success.”

Frank Salvo, detailed the total team involvement, “The barge had to be emptied in a timely and safe manner and had a short turnaround time of 24 hours due to tides and costs. Additionally, the office staff had to prepare and coordinate the paperwork that included all required customs clearing.”



Books are being celebrated at Brambleton! The Virginia-based development is hosting a free book festival in partnership with the Loudoun Arts Council.

Set for June 8th, the Loudoun Book and Arts Festival will feature top tier authors located throughout Brambleton Town Center and at the new Brambleton Library signing books and speaking. The free, day-long event features guided discussions with authors, displays by local artists, live music and local food and drinks.

“We could not be more thrilled about the caliber of both established and up-and-coming authors we have secured for our first ever Book and Arts Festival,” remarked Kim Adams, Director of Marketing. “The event would not have come together without the support of the Arts Council and we thank them for their partnership and dedication to bringing art and culture to the forefront of our community.”

The festival and the authors in attendance offer a broad range of topics for all types of readers. Notable authors and discussions include:

- **Edward Lee** - Author of acclaimed American cuisine book, *Buttermilk Graffiti*.
- **Robert Kurson** - His New York Times Best Seller, *Rocket Men*, chronicles the story of NASA's race to get a rocket to the moon in 1968.
- **Tom Rosenstiel** - His *Shining City* was chosen as NPR's Book of the Year.
- **Doug Grindle** - Author of *How We Won and Lost the War in Afghanistan*.
- **Sara Taber** - Author of memoir, *Born Under an Assumed Name*.
- **Adam Nemett** - Author of *We Can Save Us All*.

To learn more about the Loudoun Book and Arts Festival, visit [www.library.loudoun.gov/LBAF](http://www.library.loudoun.gov/LBAF).





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## Elton Park Expands Corktown's Offerings

Residents will soon be moving into Elton Park, Soave Real Estate Group's Corktown district project. Corktown, just west of downtown Detroit, is the city's oldest surviving neighborhood and is listed on the National Register of Historic Places. This \$48 million Soave development is named for Elton Park, an historic park lost to the construction of the Lodge Freeway.

"We are thrilled to see the vision we developed with our Corktown neighbors come to fruition," said Anthony Soave, president and CEO of Soave Enterprises. "What was once primarily commercial and vacant land has now welcomed its first residents in the beautifully redeveloped Checker Cab Lofts building. 100 more apartments will follow this spring. We are delighted with how these apartment homes have turned out."

The project marks the neighborhood's largest mixed-use real estate development in decades. Leading up to the project's completion, Soave Real Estate Group Vice President Tysen McCarthy gave local media a walking tour of the area on April 23, 2019.

The complex will add six buildings, 151 apartments and almost 13,500 square feet of retail to the Corktown community. Twenty percent of the units will be priced for moderate-income renters.

The six buildings comprising the project include:

- The Robertson, named after George Robertson, the first taxi driver in Detroit to paint black and white checkers on his cab. This four-story building includes 45 one- and two-bedroom apartments and first-floor retail.



- The Crawford, named after a 19th century park in the area, is a five-story building featuring one- and two-bedroom units and first-floor retail.
- Two three-story buildings located at 2100 and 2120 Trumbull offer five flexible live/work spaces plus first-floor retail.
- 8th Street Row: Four single-family residential townhomes
- The Checker Building, former site of the Checker cab company, offers three stories and 52 one- and two-bedroom units.

The development also features Checker Alley, a walkway connecting Trumbull and 8th Street. To learn more, visit [www.EltonParkCorktown.com](http://www.EltonParkCorktown.com).



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## Jammin' at Kalea Bay

While the gulf views were magnificent, and the music was sublime, the true stars of Kalea Bay's private party on March 22, 2019 were the veterans who served to inspire it. Soave Enterprises' luxury residential high-rise community in North Naples, Florida was the setting for the Celebrity Martini Glass Auction (CMGA) Jam Session.

The CMGA raises funds at its annual live auction to support non-profit organizations dedicated to helping our military veterans. This one-of-a-kind event features a roster of martini glasses autographed by celebrities or American heroes and then designed by noted artists in keeping with the personality and accomplishments of the singer.



The Club at Kalea Bay was honored to host an event that featured performances by John Lodge of the Moody Blues and Cliff Williams of AC/DC. Generous community members won the live performance by bidding at the 2019 auction. The venue was the outdoor garden area next to the Club's dining area.

Jill Jarvis, The Club at Kalea Bay General Manager, and the entire staff worked diligently to execute this occasion. "It was a great experience to combine what you love doing to such a meaningful cause," stated Jarvis.

The Celebrity Martini Glass Auction was founded to fulfill a simple mission: making a difference through the power of art. The organization links celebrities, artists and the community to raise funds for local non-profit organizations dedicated to helping veterans.

To learn more about the CMGA organization, visit [www.naplescmga.com](http://www.naplescmga.com).

### Have an Idea for a Story?

If you have information to share with co-workers across the Soave family of companies, please contact the site reporter at your location. A complete listing of reporters is available on-line at: [www.soave.com](http://www.soave.com) Soave Spectrum publishes articles focusing on the professional and personal successes of Soave team members. Photographs to accompany story ideas are appreciated and greatly enhance the information provided. Story ideas include: updates or changes in business activities, accomplishments by employees and their family members, employee appointments and events, or awards received. Thank you for your help in making our newsletter an important employee link across our diverse company.