

## Cadillac Names New President in the Face of Stalled Sales

The rise of the SUV has led to the fall of Johan de Nysschen. General Motors has appointed Steve Carlisle to the position of General Motors senior vice president and president, Cadillac, replacing Johan de Nysschen, who is leaving the company effective immediately.

*The Associated Press* reported de Nysschen was hired away from Nissan's Infiniti luxury brand with much promise and named president of Cadillac in August of 2014. A few months later he moved the brand's headquarters from Detroit to New York in an effort to give the Cadillac brand more sophistication.

But the move didn't help with buyers. Although sales grew globally, they fell during his tenure in the U.S., GM's most lucrative market. Sales declined 8 percent last year and dropped another 4.6 percent through March.

Jessica Caldwell, senior analyst for the Edmunds.com car buying website, told *AP* that de Nysschen bet heavily on the German luxury model of rolling out cars at a time when the market was shifting dramatically toward SUVs. (Edmunds regularly provides content, including automotive tips and reviews, for distribution by *The Associated Press*.)

In media interviews, de Nysschen talked about the shift coming, but Caldwell said the brand didn't move quickly enough to capitalize on it.

Currently Cadillac has only two SUVs on sale, the full-size Escalade and the midsize XT5, with the compact XT4 coming in the fall.

"When you think about a market that's over half SUVs and you have two, it's not a good place to be," Caldwell said. "That was a



Steve Carlisle



Johan de Nysschen

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2019 Sierra AT4

## New Sierra AT4 Built for Active Lifestyle

For off-road trucking fans, autumn can't get here fast enough. At least that is what GMC is counting on with the new Sierra AT4.

"GMC will be redefining the off-road space by introducing the new 2019 Sierra AT4," said Duncan Aldred, vice president of Global GMC. "For the first time ever, the Sierra AT4 delivers a unique formula of authentic off-road capability and innovative technology paired with premium refinement and a bold appearance expected from GMC."

"The 2019 Sierra AT4 is designed for the customer who wants an elevated presence on the road and the capability to venture off life's beaten path. It's also the beginning for the AT4 brand, which will be seen on every vehicle in our lineup in the next two years."

The truck will feature a dark, distinguished appearance built on the commanding presence of the next generation 2019 Sierra, Aldred said.

"The 2019 Sierra is the boldest expression ever for GMC's full-size pickup, and the new AT4 reinforces its essence of capability

with distinctive, athletic cues," said Matt Noone, director of Design, GMC Exteriors.

"From every angle, it conveys GMC's premium yet functional design language."

The Sierra AT4 has a unique look driven by dark exterior finishes and modern detailing. N. The front and rear bumpers and the grille surround are finished in body color, while the bold grille design with its rugged, knurled texture is finished in black chrome set off by the Sierra's

CONTINUED ON PAGE 2

## EyesOn Design Holding Special Photo Exhibit

EyesOn Design's first event in its new Lecture Series will be held on Friday, May 11.

The public is invited to attend the Robert "Puff" Puffer Photographic Exhibit from 5:30 - 7:30 p.m. at the Detroit Club, 712 Cass Avenue, said EyesOn spokeswoman Kathy Lightbody.

Employed by Ford Motor Company for 45 years, Robert Puffer was a Ford staff photographer in the 1950s, when expertise in photography was an art form much less accessible to the masses, Lightbody said.

Dozens of his original works, many being seen in public for the first time, will be displayed at the exhibit. Comments will be made by his son, Christopher Puffer, as well as by Darrell Behmer, the chief designer of Ford Performance, who will recall the inspiration Puffer's photo

CONTINUED ON PAGE 2



2019 Chevy Camaro Turbo 1LE



2018 Dodge Challenger SRT Demon



2018 Jeep Wrangler

## Hagerty Declares These Detroit Vehicles Instant Classics

While the future of new car ownership may be up for debate, 2018 has ushered in a new class of vehicles that promise to be sought-after collectibles.

Hagerty spokesman Jonathan Klinger said the agency is a global company specializing in products and insurance for people who love cars. Every year Hagerty name several vehicles, in this case 2018 production model year, that are most likely to appeal to driving enthusiasts now and stand out as highly collectible 30 years down the road to its "Hot List".

"We look for vehicles that push boundaries and beg to be driven," says McKeel Hagerty, CEO of Hagerty. "These cars meet that test. It's one of the best years for future classics in years, proving interest in performance driving is as strong as ever. This list is proof that people still love sitting in the driver's seat, putting their hands on the wheel, and enjoying the experience of driving."

In order to be eligible for the

"Hagerty Hot List," vehicles must be produced within the 2018 model year and have an MSRP of less than \$100,000.

The "Hagerty Hot List" for 2018 includes:

- Chevrolet Camaro ZL1 1LE (\$69,995) – Judges wrote that "this Camaro with the 1LE track handling package is proof that the golden era for American muscle car wars is happening right now. Combining GM's 650-hp supercharged V8 engine with the Camaro's tried-and-true 1LE

track handling package has, predictably, sensational results.

"It's the first time Chevy has offered the 1LE as an add-on to the ZL1, and rarely does a car meld muscle car potency with the colossal grip and track durability of a top-flight sports car. The fact that the ZL1 1LE does price that severely undercuts its competitors is a compelling reason to get in on the action, if that earth-shattering exhaust note isn't

CONTINUED ON PAGE 3



Ford's GoRide service in action, helping patients make appointments.

## Ford Supports a Program to Help Elderly

During a recent Michigan snowstorm, Ernestine "Tina" Brighton was feeling nervous about traveling to her medical appointment. There was a foot of snow on the ground when the driver of Ford's new GoRide transportation service arrived to pick her up, but as he assisted her into an outfitted Ford Transit, secured her wheelchair for the ride and began the journey, Brighton said she couldn't have felt safer or more comfortable, said Ford spokeswoman Sinead Phipps.

What's more, she made it to

her appointment on time, then back home to Beaumont Rehabilitation & Skilled Nursing Center, where the driver helped her inside and dropped her papers off with the staff before departing. Brighton has been a fan since the GoRide pilot began in late 2017, and is happy to keep using the service now that it's officially providing non-emergency medical transportation for Beaumont Health.

"The first time I went in a GoRide, it was so clean," said Brighton. "You felt really secure. The drivers were excellent – they

were very kind to me. I can't tell you how much I enjoyed moving to GoRide."

Looking to raise the bar for patients like Brighton who need help making it to their medical appointments, Ford is launching its new GoRide non-emergency medical transportation service in Southeast Michigan, covering more than 200 facilities within the Beaumont Health network, Phipps said.

With GoRide, health systems such as Beaumont can easily

CONTINUED ON PAGE 6

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2020 Silverado 3500 HD

## New Silverado on the Way

According to the latest sales figures, GM sold 54,547 Silverados pickup trucks out of a total 296,341 vehicles sold in March.

That makes the Silverado a big and important part of GM's sales portfolio. And to stay competitive in the pickup truck market, Chevrolet will unveil the next-generation Silverado HD next year, as a 2020 model, said GM spokesman Jim Cain. It will be the third new truck in the Silverado lineup revealed in just 18 months, joining the 2019 Silverado 1500 and the 2019 Silverado 4500/5500/6500HD.

"Chevrolet already fuels the most successful truck manufacturer in the industry," said Alan Batey, global head of Chevrolet. "With a completely new, expanded range of Silverado models on the horizon, we expect to see even more truck buyers in Chevrolet showrooms."

The next-generation Silverado HD is designed for the specific priorities and needs of heavy-duty truck customers, Batey said. On-road testing of the new Silverado HD prototypes will begin in the near future to reach Chevrolet's increased durability and validation standards, and the bolder, larger proportions of the truck will be instantly apparent.

More product information will be provided next year, with the first production models scheduled to roll off the assembly lines in Flint, Michigan, in the third quarter of 2019, Cain said.

The 2019 Silverado 1500 was introduced in January. Through extensive use of mixed materials and advanced manufacturing, the new truck weighs less than the outgoing model – up to 450 pounds less for crew cab V8 models – while building on the legacy of Chevrolet full-size pickups, Cain said.

The new Silverado 1500 also offers a broad range of trims and engine/transmission combinations, providing customers with

an array of opportunities to find their ideal truck.

The 2019 Silverado 4500HD, 5500HD, and 6500HD chassis-cab models were introduced in March and are scheduled to go on sale in late 2018, Cain said. The first-ever Silverado medium-duty trucks are designed specifically for commercial customers, with an emphasis on being easy to drive, easy to upfit and easy to service.

"Chevrolet has built more than 85 million trucks in 100 years and we have applied that accumulated truck expertise to the new Silverado range," said Batey. "All three Silverado models offer a wide range of choices, as no two truck customers are alike. Every Silverado is built to be long-lasting and dependable, as many customers need their trucks to earn a living or to do what they enjoy most when they're off the clock. Finally, every Silverado is built to work – as we know every truck, no matter how luxurious, has a job to do."

## Hagerty Names New Instant Classic Cars

CONTINUED FROM PAGE 1

enough to give you butterflies."

- Dodge Challenger SRT Demon (\$85,000) – Hagerty judges wrote that "straight from the factory, Dodge will sell you a street-legal surface-to-surface missile on four wheels that is capable of quarter-miles in the 9s at 140 mph. Boasting 840 horses with the kid-in-a-candy-store \$1 Demon Crate and 100-octane gas, the Demon is built for the drag strip, plain and simple. It has massively fat rear radials, and skinny rubber up front. It has a transmission brake, and in stock form no rear bench or passenger seat. With your foot to the floor, all you'll be able to hear is the shriek of the supercharged V8 as your brain overloads on acceleration-induced dopamine. Enough said."

- Jeep Grand Cherokee Trackhawk (\$86,000) – Judges wrote that "in today's SUV dominated culture, FCA is clearly owning the high performance end of this segment. 707 horsepower in an all-wheel-drive application that can also hold its own on a track is the best example of bridging the modern-day power wars with a hint of practicality."

"The latest, but surely not the last, attempt in Fiat Chrysler's quest to drop the supercharged 6.2-liter Hemi V8 into any vehicle where it will fit, the Grand Cherokee Trackhawk is the first AWD application of the monster 707-horsepower engine. Not only is the Jeep the vehicle you'd least expect to be packing one of the most burly V8s in production, it also has the traction to get it off the line and leave even a Challenger Hellcat in its wake, at least for a moment. Believe it or not, the Grand Cherokee is also fun on a road course, proving that

Jeep knows about more than just solid axles and lockers."

- Jeep Wrangler (\$26,995) – Judges noted that for more than 70 years the "Jeep" has been synonymous with off-road capability and has generations of followers. "High production numbers mean many will survive and continue to supply the off-roading crowd with vehicles eager to be modified."

"Speaking of solid axles and lockers, with each generation the Jeep Wrangler gets a bit more polished and easier to live with, but it still sticks to its original formula and remains as capable as ever. Right now there is no other vehicle in its price range that can come close to its off-road prowess."

"At the high end there's the Rubicon, with a fantastic crawl ratio, locking front and rear differentials, and improved ground clearance to tackle most any trail, but even an entry-level Wrangler comes with more capability than the average SUV buy-

er would need. If history is any indication, this new JL-generation Wrangler will stay in demand for the long haul, despite high production numbers."

## Hotel Program Gets Launched

DETROIT (AP) – Marriott is combining its Marriott, Starwood and Ritz-Carlton loyalty programs into a single program this August.

The move comes more than a year after Marriott purchased Starwood Hotels, the parent of the Westin, W and Sheraton brands. Under the new program, members can earn points for hotel stays and redeem them at any of the company's 6,500 hotels. Marriott won't have blackout dates for rooms, but will introduce peak and off-peak pricing.

Members can earn 10 points for every dollar spent at most of the company's 29 hotel brands. Included are perks like free Wi-Fi.



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# WABCO's Building Auburn Hills Americas Headquarters

WABCO Holdings Inc., a global supplier of technologies that improve the safety, efficiency and connectivity of commercial vehicles, will locate its new Americas headquarters to Auburn Hills, MI. The facility is currently under construction and is expected to open in the third quarter 2018.

The new, 102,000 square-foot facility represents a significant investment and demonstrates WABCO's increased commitment to serve commercial vehicle manufacturers, fleet operators, and aftermarket customers in North America, said WABCO spokesman John Tews. The company has significantly expanded its presence in the region since its launch in 2007.

Over the past two years alone, WABCO has tripled its workforce as it acquired four high-tech

manufacturing businesses: MICO Inc., Laydon Composites Ltd., R.H. Sheppard Co. Inc., and the buyout of Meritor WABCO Vehicle Control Systems, the 50-50 joint venture with Meritor, Tews said.

WABCO's Americas headquarters will house approximately 200 employees when it opens, including employees who are currently located at separate sites in Rochester Hills and Troy, Tews said. The company plans to increase employment prior to the opening and is forecasting to add as many as 90 professional jobs at the site in the next three years.

"WABCO's investment in a new Americas headquarters reflects our leadership in technologies that advance the safety, efficiency and connectivity of commercial vehicles in this region," said



A rendering of the building now under construction by WABCO.

Jon Morrison, WABCO president, Americas. "We are driving dynamic growth and expansion in North America, and this new headquarters will enable our team to anticipate and respond to customer needs even better. In addition, the new office will now co-locate our talented teams, fostering seamless collaboration as we advance innovations to enable autonomous driving in the commercial vehicle industry."

In addition to office space on two floors, the premises at 1220 Pacific Drive will feature a Customer Experience Center, a vehicle test lab, training center, and other amenities, Morrison said.

"We are thrilled to welcome WABCO to Auburn Hills," said Kevin McDaniel, Mayor of

Auburn Hills. "It will be a point of pride for this community to be home to a company that is known worldwide for its innovation and technology leadership. WABCO's presence here will strengthen and enhance our community for years to come."

In addition to acquisitions, WABCO's recent growth in North America includes the March 2017 opening of a new manufacturing facility in Charleston, S.C., Tews said.

For the first time in the company's history, WABCO has localized the production of its most advanced air disc brakes (ADB) for commercial vehicles in the United States. WABCO invested \$20 million in the new facility to meet increasing customer demand for its industry-leading air disc brakes, energy-efficient air compressors and related safety systems.

In moving from its Charleston location to this new facility, the company expanded its manufacturing footprint by more than 60 percent and increased on site employment to approximately 230 individuals, Tews said. WABCO's workforce in the Americas is comprised of more than 1,800 team members at 11 locations, including ten in North America.

## Macomb County Receives New Health Grants

Macomb County Community Mental Health (MCCMH) has received several grants from the Michigan Department of Health and Human Services (MDHHS) which will allow it to enhance mental health services in Macomb County.

Three grants from MDHHS's Behavioral Health and Developmental Disabilities Administration totaling \$360,000 will be used for integrated health care projects, technology to enhance mental health services and funds to augment services at its two drop-in centers, said Macomb County spokesman Kevin Sadaj.

"The three grants allow us to expand our services and will provide quality programs, which will enable our persons served to better participate in treatment and integrate into the communities they live in," said Denise Arbaugh, director of Clinical Strategy Improvement at MCCMH.

Integrated Health Care Projects grant of \$175,000 will allow for the development of custom tools for health care reporting and the measurement of health-care effectiveness data, Arbaugh said. The grant also allows for innovative wellness projects which impact the persons served through MCCMH.

The second grant of \$175,000 will be used to develop smartphone technology. MCCMH will now be able to send appointment reminders, which is important for people so they don't miss their psychiatric appointments. Also, an app will be created to target demographic groups for services, translations, and the integration of substance abuse disorder treatment.



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The last 2018 Challenger SRT Demon and 2017 Viper will be auctioned off for charity later this year.

## Dodge Fans Can Buy History for United Way

Charity gets a mega-horsepower push this June as Dodge//SRT joins with Barrett-Jackson for a once-in-a-lifetime offer for any automotive enthusiast.

The last unit of the limited-production, world record-setting 2018 Dodge Challenger SRT Demon and the last 2017 Dodge Viper, the American hand-built supercar, will be auctioned as a pair. Details on the Dodge Challenger SRT Demon/Dodge Viper Barrett-Jackson auction lot can be found at DodgeGarage.com.

The winning bidder takes home a combined 1,485 horsepower: The 840-hp Dodge Challenger SRT Demon, the industry's first and only purpose-built, street-legal production drag car with the most powerful production V8 engine and 20-plus industry-first, drag-performance features, said FCA spokeswoman Diane Morgan.

This will be auctioned off with the 645-hp Dodge Viper, a hand-built performance supercar with 8.4L V10 engine, aerospace-grade, lightweight carbon fiber body, iconic side exhaust and massive 14-inch wide rear tires, leaving behind a 25-year legacy with more track records than any other production car, Morgan said. Both offered in exclusive Viper Red exterior color (production code LRN) as the last of their kind.

"An avid collector could search a lifetime to try to put two vehicles of this pedigree to-

gether and never find it, it's that elusive," said Steve Beahm, head of Passenger Car Brands, Dodge//SRT, Chrysler and FIAT – FCA North America. "Pairing the last Dodge Challenger SRT Demon and the Dodge Viper production cars – two of America's most sought-after vehicles – under the roof of Barrett-Jackson gives someone the 'last' chance to own this unique piece of automotive history, and Dodge//SRT the opportunity to raise money for a cause close to our hearts."

"We couldn't be more excited to team up with Dodge for another significant sale," said Craig Jackson, chairman and CEO of Barrett-Jackson. "Over the years, Barrett-Jackson has reached incredible milestones with Dodge, including the sale of a 2015 Dodge Challenger SRT Hellcat (VIN 001) that raised \$1.65 million at our 2014 Las Vegas Auction to benefit Opportunity Village Foundation. The sale of 'The Ultimate Last Chance' is a car collector's dream and we are honored to partner with Dodge and support their philanthropic goals."

Morgan said the 2018 Dodge Challenger SRT Demon rattled the windows with a debut at the 2017 New York International Auto Show, grabbing attention with its 840-hp rating, street-legal drag radial tires and record-setting performance, first front-wheel lift in a production car, certified by Guinness World Records and world's fastest

quarter-mile production car (9.65 seconds ET/140 mph), certified by the National Hot Rod Association.

Production of the Challenger SRT Demon is limited to one model year and a total of 3,300 units (3,000 U.S./300 Canada).

The vehicles will cross the auction block during the Barrett-Jackson Northeast auction (June 20-23) at the Mohegan Sun Resort in Uncasville, Conn. One hundred percent of proceeds from the sale go to the United Way, Morgan said.

"By giving both dollars and time, our employees provide a lot of 'muscle' to support United Way," said Brian Harlow, head of Manufacturing and United Way Chair for FCA US LLC. "To really kick this year's United Way campaign into high gear, we are excited to offer up even more might with 'The Ultimate Last Chance' auction. Offering the last two of these iconic vehicles in a one-of-a-kind auction package will not only fulfill any car collector's dreams, but also provide much needed support for those less fortunate."

## Army Names Carnrike to Speak For Michigan

The newest Civilian Aide to the Secretary of the Army was invested during a ceremony conducted this week at the Pentagon.

Tammy Carnrike was selected by Mark T. Esper, U.S. Secretary of the Army, to represent Michigan (South). Carnrike will be afforded a three-star protocol status in accordance with the U.S. Department of the Army Protocol Precedence List, said Army spokeswoman Lexi Cerilli.

She will be responsible for providing advice to Secretary Esper, commanders and senior leaders on public sentiments toward the Army, and will work closely with the Army and installation commanders; state adjutants general; ambassadors of the Army Reserve, Army National Guard and Army Reserve commander; Reserve Officers Training Corps region and area commanders; Army recruiting commanders; professors of military science; U.S. Army Corps of Engineers Division and district engineers; and other designated personnel within the state of Michigan.

"I am honored that Secretary Esper has chosen me to serve as the Civilian Aide to the Secretary of the Army Michigan (South)," Carnrike said. "In this role, I will work to highlight the tremendous range of opportunities possible for collaboration, partner-

ships and exchange of knowledge between Michigan communities and the U.S. Army.

"This position will also allow me to continue, in a very visible way, to support the well-being of our service members and veterans – and to be their advocate and voice throughout Michigan. I am humbled and very grateful to take on this new role, and I look forward to helping the Army tell its story to the people of Michigan."

Maj. Gen. Clark LeMasters Jr. said as the commanding general of TACOM, he appreciates the support Ms. Carnrike has provided over the years to military and civilian employees stationed at the Detroit Arsenal. She and others in the community make it possible for us to do the work of protecting our nation. Carnrike's role as CASA Michigan will help strengthen the relationship between the Detroit Arsenal and the local community and reinforce the commitment the U.S. Army has made to Michigan.

Each state, the District of Columbia, and the five U.S. territories have one or more CASAs appointed to provide a vital link between the Army and the communities it serves, Cerrilli said. CASAs are usually business or civic leaders who possess a keen interest in the welfare of the Army and its communities.

# Grand Opening

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# Federal-Mogul Pushes Its Champion Brand

For more than 110 years, the iconic Champion brand from Federal-Mogul Motorparts has been one of the automotive aftermarket industry's most recognized brands, and a leading choice among automotive fans.

And Champion is re-igniting its spirit and heritage by launching the new "There's a Champion in Here" campaign to reconnect consumers with the brand and to roll out a new product line including filters, batteries and lighting, in addition to spark plugs, said Federal-Mogul spokeswoman Karen Shulhan.

"Champion is a brand for everyone, and the 'There's a Champion in Here' campaign is designed to ignite the will to win and celebrate the Champion in all of us," said Michael Proud, v.p., Marketing, Americas, Federal-Mogul Motorparts. "The campaign will feature an all-new commercial which highlights those winning moments of excitement people have when enjoying their cars and machines. And now with the introduction of our new product offering, people have an opportunity to install more Champion parts to maintain them as the Spring season begins."

# Ford Puts Its Resources Behind GoRide Medical Program

CONTINUED FROM PAGE 1

schedule and book transportation for their patients, ensuring they safely arrive to their medical appointments on time and then get back to the comfort of their own homes or residence facilities.

The program features properly outfitted Ford Transit vans that can comfortably accommodate a variety of patients, including the elderly, those in wheelchairs and others with mobility challenges. GoRide also serves patients who simply lack easy access to transportation.

Every year in the United States, missed appointments and scheduling inefficiencies cost the healthcare industry \$150 billion, according to a report by SCI Solutions, Phipps said. Proper non-emergency medical transportation such as Ford GoRide can encourage preventative healthcare, get patients home from discharges faster, reduce re-admission rates and the need for emergency services, and prevent missed medical appointments.

"There's no excuse for the fact that so many people have trouble simply making it to their medical appointments," said Marion Harris, vice president, Ford Mobility Business Group. "By merging our expertise in vehicles,

technology and human-centered design, we've created a high-touch, patient-focused service that truly understands and is tailored to patients and their needs. Our service is focused on multiple social determinants of health, and delivers the quality of care and on-time certainty that medical facilities need in order to increase throughput and reduce wait times."

As the population ages, there is a growing need for proper non-emergency medical transportation. Almost half of all U.S. adults suffer from one or more chronic health conditions, according to Centers for Disease Control and Prevention, while 25 percent of them have two or more, Harris said.

With unreliable transportation the cause of missed appointments nationwide, having a dependable way to get to and from the doctor is crucial to ensuring patients receive the routine treatment they need to maintain their health.

GoRide's non-emergency medical transportation offers true on-demand service, including for those in wheelchairs and other special needs, plus the ability to pre-book transport up to 30 days in advance, Harris said. It not only removes transportation barriers for patients, but also provides certainty for medical staff:



A Ford GoRide van pick up people to take them to medical appointments.

In its pilot phase, GoRide delivered a 92 percent on-time patient pick-up and delivery rate, with average wait times of only 10 to 30 minutes for on-demand wheelchair transport.

In addition, GoRide's service focuses on systems-level benefits to hospitals and payers, using data analytics to help stakeholders better deliver on their goals in population health management.

"This is precisely what we needed to improve access to medical care at Beaumont's facilities for our patients who are elderly, in wheelchairs or have mobility challenges," said Paul E. LaCasse, D.O., MPH, executive vice president, Post-Acute Care Division and Diversified Business Operations, Beaumont Health. "At Beaumont, we work very hard to provide extraordinary and compassionate care during every interaction with our patients and their families. We are certain that the GoRide non-emergency transportation service and its drivers meet the high quality standards we hold."

GoRide drivers go through a full training regimen regarding

the proper way to care for and transport patients requiring non-emergency medical support, Phipps said.

They can assist patients to and from their doorstep at private residences, entering and exiting the vehicle, and making their way to and from appointments. GoRide drivers are also trained to support skilled nursing facilities in need of bedside-to-bedside services.

When the GoRide pilot with Beaumont Health began in late 2017, there were five Transit Wagon vans properly outfitted to provide patient transportation. GoRide currently has 15 Transit vehicles at its disposal, with plans to add another 10 by midyear and up to 60 vans by the end of the year.

With Transit offering the space to accommodate many types of patients, as well as flexible seating options, the vehicle is key to GoRide's successful implementation. Ford Transit offers three roof heights, three lengths and two wheelbases, as well as customizable seating arrangements, making it the perfect option for patients with unique needs, Phipps said.

The GoRide fleet features flexible seats that can be flipped up to accommodate two wheelchair positions. Some of the vehicles feature bus doors or running boards to ease entry, as well as grab handles to help patients with stability while entering.

Much of the fleet employs a wider wheelchair lift that can accommodate non-standard-size wheelchairs – making it feasible for assisting bariatric patients whose prior transportation options were limited to stretcher.

Ford GoRide is a part of Ford Smart Mobility LLC, Ford's business focused on designing, building, growing and investing in emerging mobility services globally.

## GM Ending Shift At Lordstown

LORDSTOWN, Ohio (AP) – General Motors says it will eliminate a production shift at its Chevy Cruze manufacturing plant in Ohio that could cost as many as 1,500 jobs.

GM attributes the move announced April 14 to falling sales of compact cars.

The automaker says it will cut second shift operations at its Lordstown factory outside Cleveland by the end of June.

GM officials say they won't know for several weeks how many jobs will be eliminated because of buyout offers and other factors.

The automaker last year eliminated the plant's third shift and stopped production altogether for several weeks during summer because of shifting consumer demand from cars to trucks and SUVs.

General Motors projects this year's Cruze sales to be on par with the 2017 total of 150,000 cars in the United States marketplace.

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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 advisers who meet the minimum criteria outlined above. These advisers are then invited to apply for the ranking. Only advisers 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 advisers, the FT placed a cap on the number of advisers 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.



# Cadillac Names New Exec In Face of Stalled Sales

CONTINUED FROM PAGE 1

pretty big miss from a financial standpoint.”

Travis Hester, currently vice president, Global Product Programs, is named president and managing director, GM Canada, replacing Carlisle.

The transition will begin immediately, said GM spokesman Pat Morrissey.

“We appreciate Johan’s efforts over the last four years in setting a stronger foundation for Cadillac,” said General Motors President Dan Ammann. “Looking forward, the world is changing rapidly, and, beginning with the launch of the new XT4, it is paramount that we capitalize immediately on the opportunities that arise from this rate of change. This move will further accelerate our efforts in that regard.”

Carlisle was most recently president and managing director of GM Canada, where he led a resurgence of the GM Canada franchise. In 2017, GM was number one in automotive retail sales in Canada, with Buick, GMC and Cadillac achieving their best ever sales years, Morrissey said. Carlisle also reestablished key relationships in Canada with retailers, employees and government officials.

“The potential for Cadillac across the globe is incredible and I’m honored to be chosen to be a part of mapping that future,” said Carlisle. “I look forward to building on our current momentum as we continue on our mis-

sion to position Cadillac at the pinnacle of luxury.”

Carlisle will report to Dan Ammann.

Carlisle began his GM career in 1982 as an industrial engineering co-op student at the Oshawa Truck Assembly Plant. Over the course of his career with General Motors, Carlisle has held several senior leadership positions that have taken him across the globe, including vice president, Global Product Planning (2010-2014); vice president, U.S. Sales Operations (2010); and president and managing director, Southeast Asia Operations (2007-2010).

Hester brings extensive global leadership and global product development experience to his new role at GM Canada. Since 2016, he has led the team responsible for balancing all aspects of vehicle development, including quality, cost, appearance, purchasing, customer acceptance and performance targets.

Hester will report to Alan Batey, president, GM North America.

Hester began his GM career in 1995 in Australia as a technical support engineer for GM Holden. He held a variety of positions in Australia before moving to the U.S. in 2005. Since 2005, Hester has held engineering positions in both the U.S. and China, including chief engineer for several global premium luxury vehicles, the Buick Regal, Buick LaCrosse and the Chevrolet Sonic. Hester became vice president, Global Product Programs, in 2016.

## Cadillac Racing Wins Big

Cadillac V-Performance Racing team Mustang Sampling won the April 14 running of the IMSA WeatherTech SportsCar Championship Bubba Burger Sports Car Grand Prix of Long Beach.

At the drop of the green flag on the 100-minute race, Felipe Nasr in the No. 31 Whelen Engineering Cadillac DPi-V.R had a strong start from second on the grid, but was not able to get by the pole sitting Acura of Juan Montoya.

A full course caution flew before the field of 14 Prototypes and eight GTLM cars could complete a lap of the 1.97-mile, 11-turn closed street circuit. Thirty-minutes into the race, Nasr passed Montoya for the lead. As the rest of the Prototype field made pit stops 30-minutes into the event, Nasr stayed out and ran qualifying lap times to lead by more than 10-seconds.

When Nasr came to the pits for fuel, tires and to put Eric Curran in the red Cadillac, the No. 5 Mustang Sampling DPi-V.R with Filipe Albuquerque at the wheel assumed the lead. Behind the 5 there was a battle between brothers. Jordan Taylor in the No. 10 Cadillac DPi-V.R was trailing his older brother Ricky in the Acura. With just eight minutes remaining, Jordan was able to pass

his older brother for the last podium spot. The Whelen Cadillac came to the checker in seventh after some contact with a GTLM car.

“It was an interesting race,” Barbosa said. “Qualifying didn’t go so well, the team made some changes to the Cadillac for the race and it was really good. I was able to save quite a bit of fuel compared to the guys in the front during my stint. That was our strategy. The engineers just nailed it. The Cadillac DPi-V.R was really strong. We had great support from Mustang Sampling and the Continental tires were great all race. It was one of those weekends where you really didn’t know what to expect and it fell our way for the win. It was a great points day and nice to get some back after a tough Sebring. The two pit stops were great and it was a good run for us.”

“Brilliant. Daytona was great and at Sebring we had a bit of a struggle,” Albuquerque said. “Joao did a great job to start the race. This is my first time at Long Beach. At the beginning of my stint I could pass people. The strategy for us by the team was perfect. We got in the lead and I was able to manage the race from the lead. We were unstoppable.”



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## Steel Tariffs Could Hurt U.S. Auto Exports

DETROIT (AP) – At the edge of the Blue Ridge Mountains sits a sprawling factory that has become an unlikely victim in the escalating trade fight between the U.S. and China.

The plant near Spartanburg, South Carolina, is owned by German automaker BMW, and it exports more vehicles to China than any other auto factory in America.

The 6 million-square-foot plant makes luxury sport utility vehicles, which are coveted by affluent Chinese buyers for their German prestige and reliability that's better than Chinese domestic brands. One in every four SUVs that comes off its assembly lines is shipped to China.

Now those 87,000 vehicles could be subject to extra tariffs that could add tens of thousands of Chinese yuan to their already lofty prices.

The trade dispute between the U.S. and China intensified last week, when the Trump administration released its list of imports from China worth \$50 billion on which it would impose 25-percent tariffs as punishment for China's alleged theft of U.S. intellectual property. China retaliated with its own threatened tariffs on \$50 billion worth of U.S. products, including autos.

In a move aimed at defusing the conflict, China President Xi Jinping on April 10 indicated his country would make concessions, promising to cut auto import taxes and improve intellectual property protection but offering no specifics. China has promised similar changes in the past but has not followed through.

If both sides make good on tariff threats, German luxury automakers, rather than American companies, will be hit the hardest. American and Japanese au-

tomakers produce most of what they sell in China at factories located there. In addition to BMW's South Carolina factory, a Mercedes plant in Tuscaloosa County, Alabama, ships as many as 75,000 pricey GLS and GLE SUVs to China.

Because the German vehicles – with leather seats, heated steering wheels, sunroofs and other goodies – command high prices in China, the current 25 percent tariff on autos shipped in from the U.S. doesn't seem that outrageous. However, if the tariff doubles to 50 percent of the manufacturing cost as China has threatened, the German vehicles could be priced out of the market, forcing the companies to make them elsewhere.

A BMW X5 large SUV, for example, starts at \$57,200 in the U.S. The cost to manufacture a high-priced SUV is roughly 30 percent below the sticker price. At 25 percent, the tariff would be about \$10,000 (63,020 yuan) on an X5 entering China. It would double to \$20,000 (126,040 yuan) if the tariff doubles.

The U.S. isn't as restrictive about cars coming into the country. Currently, there is a 2.5 percent tariff on imported autos and 25 percent on imported pickup trucks. Trump is proposing to hit all auto imports with a 25 percent tariff. In addition, Trump last week threatened to add \$100 billion more in tariffs if China retaliates against the U.S. It's not clear yet what products that would cover.

Realizing what's at stake, BMW put out a statement supporting free trade and warning that a conflict could hurt its factory, which exported 70 percent of the 371,000 SUVs it made last year to 123 countries. One third of the exports went to China.

"Free trade has made the suc-

cess story of BMW Group in the U.S. possible," wrote Kenn Sparks, the company's chief U.S. spokesman. "In our opinion, a further escalation of the trade conflict between the U.S. and China would be harmful for all stakeholders."

The plant started off making cars when it opened more than 23 years ago at a time when the SUV was starting to catch on in the U.S. BMW quickly spotted the trend and began building one SUV there. It shifted the whole plant to sport utilities by 2008 as Americans and then much of the world began falling for the high seating and roomy cargo area.

When it opened in 1994 with an initial investment of \$600 million, the plant had 2,000 workers, helping South Carolina diversify its employment from textiles to manufacturing. It now makes X3, X4, X5 and X6 SUVs there, growing into an economic powerhouse as BMW hired a total of 10,000 people and invested \$8 billion. The factory also supports 40 parts supply companies in the state. One study found that the plant spurred more than 30,000 jobs in the state.

But Kristen Dziczek, a vice president at industry think tank Center for Automotive Research in Ann Arbor, says a trade war with China could force BMW, Mercedes and others to rethink where they make vehicles, and that could cost jobs in the heart of Trump country. Spartanburg County, where the BMW plant is located, voted 63 percent for Trump in 2016.

BMW wouldn't comment on jobs. Before the tariffs were floated, it had plans to start producing the X3 compact SUV at a Chinese factory. Even so, Sparks says the Spartanburg plant will make more X3s than it does now because of high U.S. demand.



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# GM Bets on Sedans With Cruze Upgrades

Chevrolet's efforts to upgrade its car portfolio hasn't left out the Cruze.

Chevrolet last week introduced the restyled 2019 Cruze with a more premium appearance that enhances its on-road presence and strengthens its value for customers, said GM spokesman Nick Jaynes Morgan. The updates for 2019 position Cruze to continue its success in the compact car segment.

"Cruze is a cornerstone of Chevrolet's car strategy, bringing new customers to the brand," said Steve Majoros, Chevrolet marketing director for Cars and Crossovers. "In fact, 53 percent of Cruze customers in 2017 were new to Chevrolet. Cruze has been so successful at attracting new buyers to Chevy because its lineup offers something for every customer, from body style to fuel choice to trim and design."

Recent introductions of the Cruze Hatch and Diesel models helped push the car to a 0.6-percent retail market share gain in 2017 and helped Chevrolet secure its third consecutive year of higher overall retail market share.

The 2019 Cruze's front fascia and grilles are all-new. Revised grille designs reinforce Cruze's premium appearance. In the Premier trim, Chevrolet's signature dual-element taillamps now feature LED accent lighting, which adds to Cruze's sculptural beauty.

"Cruze's refreshed styling gives Cruze a more upscale look



The 2019 Cruze Sedan Premier

while maintaining its Chevrolet design DNA," said John Cafaro, executive director, Global Chevrolet Design.

Chevrolet is the most awarded, fastest-growing brand for the last four years overall\* and as part of that, the first-ever Cruze Hatch LS continues Chevrolet's commitment and momentum in offering a broad car portfolio with choices for every budget and need.

Additional updates include:

- New Chevrolet Infotainment 3 running on a standard 7-inch diagonal color touch screen radio.
- Remote start and automatic climate control standard on LT and Premier models.
- New wheel designs.
- Black window moldings,

bowtie emblems and 17-inch (and available 18-inch) machined wheels for Cruze's RS package.

- New available Umber interior color.

The 2019 Cruze goes on sale later this year, offered in sedan and hatchback models, with 1.4L turbo and available 1.6L turbo-diesel engines. It also features 4G LTE connectivity and a built-in Wi-Fi hotspot (with limited service trial), and one of the segment's biggest rosters of available active safety features, including:

- Lane Change Alert with Side Blind Zone Alert.
- Rear Cross-Traffic Alert.
- Rear Park Assist.
- Following Distance Indicator.
- Forward Collision Alert.
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- Low Speed Forward Automatic Braking.

Morgan said that i 2017, its first full year of production, Cruze Hatch accounted for 20 percent of total Cruze retail sales.

# Tesla Faces New Troubles

by TOM KRISHER  
AP Auto Writer

DETROIT (AP) – Electric car maker Tesla Inc. increased production of its Model 3 mass-market car in the first quarter but still fell far short of the numbers it promised last summer.

The Palo Alto, Calif., company says it made just under 9,800 Model 3s from January through March.

That's four times what it made in the fourth quarter. But it's still only a fraction of the 20,000 per month that CEO Elon Musk promised when Tesla first started making the car.

The news, released just before the markets opened April 3, pushed Tesla's shares up about 3 percent to \$259.54 in early trading. Still, they have fallen nearly 15 percent since the start of the year on a string of bad news for the 15-year-old company.

Tesla says it made just under 35,000 vehicles total in the quarter including the Models S and X. That's a 40 percent increase from last year's fourth quarter.

The company predicted that Model 3 production will climb rapidly through the second quarter and reach about 5,000 vehicles per week around early June. Tesla predicted high sales volume, good gross profit margins and strong cash flow.

"As a result Tesla does not require an equity or debt raise this year, apart from standard credit lines," the company said in a regulatory filing.

The Model 3, with a starting price of around \$35,000, is the car that's most important to Tesla's future. It's the company's first lower-cost, high-volume car and is crucial to its goal of becoming a profitable, mainstream automaker.

Tesla at one point had more than 500,000 potential buyers on the waiting list to purchase the Model 3 once production of the vehicle had ramped up to meet demand.

But in a statement made recently, the company conceded that some had canceled their made-in-advance orders. Representatives refused to give numbers to the media.

Tesla said Model 3 reservations "remained stable" through the first quarter.

The cancelations, it said, were "almost entirely due to delays in production in general and delays in availability of certain planned options," including dual motor all-wheel-drive versions and a smaller battery pack.

Tesla said it doubled the weekly production rate of the Model 3 last quarter by addressing production and parts supply bottlenecks, including several short factory shutdowns to upgrade equipment.

The company said it delivered 29,980 vehicles during the quarter.

The increased production comes after a succession of bad news for the company this year, which started with low production numbers in the fourth quarter when the company made only 2,425 Model 3s.

Then, two federal agencies opened up investigations into crashes of two of its models on California freeways, including one that killed a man near Mountain View.

In the Mountain View-area crash, Tesla said last month that the Model X SUV was operating on the company's semi-autonomous "Autopilot" system when the vehicle hit a freeway barrier.

The company hasn't said whether a Model S sedan that crashed near Los Angeles earlier in the year was operating on Autopilot.

Late in March, Moody's Investor Service downgraded Tesla's corporate debt further into junk status.

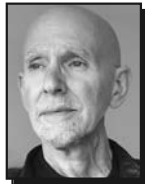
Unsecured notes are now "subject to very high credit risk," according to the Moody's Investor Service report.

The agency said future ratings will depend on whether Tesla can meet Model 3 production targets.

Moody's also wrote in a note that Tesla likely will need to raise capital soon.

Its liquidity isn't enough to cover \$3.7 billion it needs for operations, capital expenses and convertible debt maturities through early 2019.

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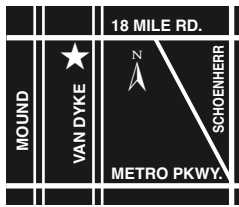
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# FCA Once Again Names Top Place for Women to Work

The Women's Business Enterprise National Council (WBENC) has named FCA as one of America's Top Corporations supporting Women's Business Enterprises (WBEs).

This is the only national award honoring corporations for world-class supplier diversity programs that reduce barriers and drive growth for women-owned businesses, said FCA spokesman Mike Palese.

"Supplier diversity has been embedded in this company for the past 35 years and together with our diverse suppliers we are able to contribute to our mutual growth," said Scott Thiele, chief Purchasing Officer, FCA. "The support WBENC provides for women-owned businesses not only strengthens the automotive industry, but also helps inject the voice of women into every vehicle we make."

FCA US received the honor at the 2018 WBENC Summit & Salute on March 22, in Dallas, Palese said. The company was among 66 organizations that met the rigorous standards to be recognized as one of America's Top Corporations supporting supplier diversity. This is the sixth consecutive year FCA US has received this recognition.

"America's Top Corporations know that stronger WBEs will drive new sources of revenue, deepen customer satisfaction and generate a stronger economy," said Pamela Prince-Eason, president and CEO of WBENC, the nation's leader in women's business development.

FCA's supplier diversity goals require that seven percent of its procurement buy be sourced to certified women-owned businesses. In 2017, FCA US spent more

than \$3 billion with strategic WBEs, Palese said.

Since 1983, the Company has purchased nearly \$62 billion from minority-owned, women-owned and veteran-owned suppliers. FCA US spent \$8.6 billion with diverse suppliers in 2017, representing 18 percent of the company's total annual purchasing.

FCA US also supports organizations that assist its suppliers with achieving their minority-owned, women-owned and veteran-owned sourcing goals, Palese said. In addition to WBENC, these organizations include the National Minority Supplier Development Council, the Canadian Aboriginal Minority Supplier Council, WBE Canada, WEConnect International, Veteran Owned Business Roundtable and the National Veteran-Owned Business Association.

The company's annual Match-Maker trade show has generated more than \$3 billion in new business opportunities for minority-, women- and veteran-owned companies since 2000, Palese said.

WBENC is the largest third-party certifier of businesses owned, controlled and operated by women in the United States. WBENC partners with 14 Regional Partner Organizations (RPOs) to provide its world-class standard of certification to women-owned businesses throughout the country.

WBENC is also the nation's leading advocate of women-owned businesses and entrepreneurs, Palese said. Throughout the year, WBENC provides business development opportunities for member corporations, government agencies and more than 14,000 certified women-owned businesses at events and other forums. Learn more at [www.wbenc.org](http://www.wbenc.org).



The Ford Fund recently launched the next phase of its Centro de Movilidad Social program.

## Ford Fund Continues Work in Puerto Rico

Ford Motor Company is reinforcing its commitment to the people of Puerto Rico as it launches the next phase of Centro de Movilidad Social – a program designed to provide much-needed supplies and services to hurricane-devastated communities across the island, said Ford spokeswoman Leslie Linares López.

Launched in December 2017, Ford's Centro de Movilidad Social brings together local non-profit organizations to connect children and families with a range of services – from basic needs such as food, water, clothing and transportation, to longer-term recovery assistance through medical services, educational grants and skills development. López said.

Last week, Ford Fund expanded the program and unveiled its second social mobility center in Puerto Rico as part of a \$1.2 million investment to support recovery efforts on the island.

The new 'on the go' center will provide health and educational services to nearby communities and students, and will be implemented in collaboration with Proyecto Nacer – an organization that specializes in providing family-centered services and a member of Puerto Rico's Alliance for Alternative Education, López said. The 'on the go' center – a Ford E-450 bus – will be used as a mobile clinic to provide medical services, educational resources and family development support to teenage mothers and young families.

Ford also is donating a second Ford E-450 bus to Centros Sor Isolina Ferré – the location of the first social mobility center Ford launched last December in Ponce – for conversion into a mobile science education lab that will visit schools across the island. Ford will also provide funding for the Hispanic Federation to acquire a vehicle this year which they will utilize for the distribution of resources and to ease their transportation needs.

"As the philanthropic arm of Ford Motor Company, our mission at the Ford Fund is to strengthen communities and help make people's lives better, and that is exactly what Centro de Movilidad Social is all about," said Jim Vella, president, Ford Fund. "Good neighbors step up when their communities need them most, and Ford is standing – united and strong – with the many local partners who have joined us in helping the communities of Puerto Rico get back on their feet."

As part of Centro de Movilidad Social, Ford is planning a pop-up community event today in Maunabo – a heavily impacted municipality on the south of the island that is still struggling with lack of water and electrical services, López said. In collaboration with The Salvation Army, Centros Sor Isolina Ferré and Hispanic Federation, Ford will be distributing food, water, gas stoves and toiletry kits to families in need. Volunteers also will make house visits for seniors and other individuals who lack transportation or are unable to physically attend.

On April 17, Ford celebrated the opening of the social mobility center at the Proyecto Nacer facility in Bayamón. At the event, supplies such as food, water, disaster preparedness literature, water filters and medical services were distributed to the community through funding from Ford with the support of various partners.

More than six months after Hurricane María's devastation, Ford Motor Company Fund and Ford Puerto Rico's investment continues to bear fruit for Puerto Ricans across the island.

Since December, Ford's first social mobility center in Ponce – Centros Sor Isolina Ferré – has been expanding its disaster recovery efforts. While it continues to connect families with resources that can help meet basic needs, the organization is currently traveling to various municipalities in the south of the island to provide workshops that aim to help restore children's and adults' psychological and emotional health after the traumatic experience they went through last September.

**"Good neighbors step up when their communities need them the most...."**

**– Jim Vella, Ford Fund**

Three vehicles that were donated last year – two Transit Connect cargo vans and an F-150 – to the Salvation Army and Red Cross Puerto Rico continue to be put to good use. Both organizations have been able to expand their reach and transport greater quantities of supplies to remote neighborhoods throughout the island.

Three student teams received grants through the Ford College Community Challenge program in December. Student teams from University of Puerto Rico (representing Rena-Cen), Humacao Community College (representing Habitat) and National University College in Bayamón (representing Atabey) are now in the implementation phase of their projects – all aimed at addressing pressing local needs and supporting the ongoing efforts to rebuild Puerto Rico, López said.

Ford Motor Company Fund and Ford Puerto Rico are committed to the long-term recovery of Puerto Rico. Beyond the disaster relief and recovery efforts' investment, Ford has also invested more than \$1.5 million in Puerto Rico through Operation Better World and education initiatives on the island with programs such as Ford Driving Dreams and Latin GRAMMY in the Schools.

Nonprofit organizations that have partnered with Ford for its social mobility centers in Puerto Rico include the Red Cross Puerto Rico, Enactus, First Book, Hispanic Federation and LNESEC.

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