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We Put a Face on the American Auto Industry

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Ford Mustang Day Celebrated Without Crowds

Ford is spreading some good, old-fashioned Detroit muscle around the world, and that's something worth celebrating during the COVID-19 global shut down.

The 2020 Mustang Day on April 17 – the nameplate's 56th birthday – let Ford celebrate two global sales crowns, earning world's best-selling sports car and its fifth straight best-selling sports coupe title. Mustang is also America's best-selling sports car of the last 50 years, said Ford spokesman Jiyan Cadiz.

"We're proud of our growing Mustang stable and performance variants," said Jim Farley, chief operating officer, Ford Motor Company. "From Sweden to Shanghai, more and more driving enthusiasts are enjoying the feeling of freedom and the American open road in these new Mustangs. We are honored to serve our owners, enthusiasts and fans for 56 years and counting."

Fueled by its greatest-ever performance lineup, Mustang sold 102,090 units, according to the most recent new vehicle registration data from IHS Markit, making it the best-selling sports car in the world in 2019.

During this period, Mustang sales in Germany increased 33 percent, in Poland sales rose by nearly 50 percent, and in



This 1964 Mustang kicked off an automotive heritage that is still being celebrated by fans 56 years later.

France, they nearly doubled, Cadiz said.

The year 2019 also marks the fifth consecutive year that Mustang was the best-selling sports coupe in the world.

Sports coupes, as defined by IHS Markit, include two-door and convertible model vehicles, Cadiz said. In addition to continually adding personalization and technology options, Ford keeps

up the Mustang momentum with the nameplate's greatest-ever performance lineup, Cadiz said. With up to 12 enthusiast models globally, there's a new golden age of Mustang performance.

New Ford Plans To Continue Transformation

Ford Motor Company is not sitting idle during the COVID-19 crisis.

The company is making both leadership and organizational changes to its global automotive operations to accelerate its Creating Tomorrow Together transformation plan.

The reorganization, said Ford spokeswoman Lori Arpin, is the result of a 10-week deep dive led by Ford COO Jim Farley. The move is aimed at sharpening Ford's focus on product and launch execution; fully leveraging smart, connected vehicles and big data to better serve customers; improving quality and lowering costs, and creating a dedicated commercial vehicle business in the U.S. and Canada.

"Under Jim Farley's leadership, we are empowering a talented and diverse group of leaders – from inside and outside the company – to continue to drive our transformation into a higher-growth, higher-margin business," said Ford CEO Jim Hackett.

"We are moving with a renewed sense of urgency," Farley said, "to improve the fitness of the business and improve our launches, while at the same time

CONTINUED ON PAGE 2

GM Seeks to Help Local Communities

by Jim Stickford

It's as simple as helping out during a crisis because it's possible to.

That's why General Motors has launched a series of programs to help out families with children at home who can't go to school, said Terry Rhadigan, executive director, Communications Operations and Corporate Giving for General Motors.

Among the programs designed to help families is DonorChoose Kids Keep Learning, Rhadigan said. The \$1 million donation provides \$1,000 credits to 1,000 teachers in high-need school districts to help send basic resources like books, pencils, note-

books, food and cleaning supplies to students' homes.

An additional \$1.65 million in grant funding is being deployed to GM facility communities across the country. Each facility dedicates funds to nonprofits providing critical services to their communities like food and housing assistance, small business support and at-home learning resources for parents, teachers and students.

Additionally, more than 2,100 GM employees have also volunteered to join the effort, Rhadigan said. This includes 931 salaried employees who have volunteered to help manufacture

CONTINUED ON PAGE 2



FCA's construction of a new plant on Mack in Detroit is part of the company's recent \$4.5 billion investments.

FCA Report Details Future Investment Plan

While the world is coping with the COVID-19 virus, FCA is preparing for the future.

In 2019, FCA took the decisive steps to lay the groundwork for its future growth, to take a leading role in shaping the future of global mobility and to continue its commitment to value creation for all of its stakeholders, said FCA spokeswoman Kaileen Connelly.

The 2019 Sustainability Report, released on April 16, provides details for FCA's stakeholders on the most relevant social, economic and environmental achievements and long-term targets expressed by the company, Connelly said.

FCA works to manage the soci-

etal and environmental impacts of its activities and products and to develop innovative solutions to reduce its total environmental footprint, she said.

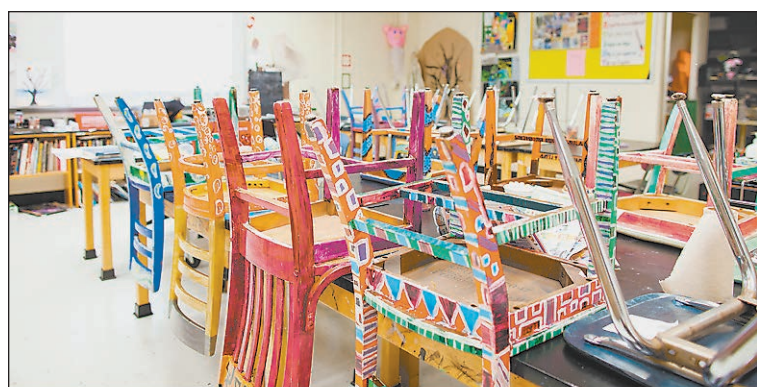
The company, said Connelly, embraces its operational responsibility to contribute to the relevant Sustainable Development Goals (SDGs) supporting the United Nations 2030 Agenda.

In 2019, the company further reduced its environmental footprint on a per-vehicle-produced basis at its plants around the world. Compared with 2010, FCA accomplished a nearly 40 percent reduction in water use, a 27 percent reduction in carbon footprint and a 64 percent reduction in waste generated, said Connelly.

FCA has committed to key projects that are fundamental to a sustainable future and will further strengthen the business, Connelly said. In Brazil, FCA started a significant new investment cycle of approximately €(euros).4 billion, which will see a renewed product lineup for the Fiat and Jeep brands and add a new state-of-the-art flex-fuel engine plant, which will become the largest powertrain hub in Latin America. (As of April 17, a single euro is worth \$1.09).

In China, FCA launched the new Jeep Commander PHEV, the first electrified vehicle of the global Jeep family, which also

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GM efforts help teachers and students get together during the crisis.

view this week's edition at **DetroitAutoScene.com**

Virus Doesn't Stop Ford's Transformation Efforts

CONTINUED FROM PAGE 1

modernizing Ford in a way that plays to our strengths.

“That means putting the right team of global leaders in place, streamlining the way we work, embracing the power of connectivity, data and AI, and turning our leadership in commercial vehicles into a dedicated growth business.”

Kumar Galhotra, 54, takes on an expanded role as president, Americas & International Markets Group, and continues to report to Farley. The North America, South America and International Markets Group business units will report to Galhotra.

In this new role, Galhotra is responsible for the P&L of the business units, including a newly established commercial vehicle business for the U.S. and Canada. Galhotra's new organization, said Arpin, will drive faster enterprise-wide decision-making and further efficiencies to better serve customers and adapt to changing market conditions.

Lyle Watters, 54, takes on an expanded role as president, South America & International Markets Group, reporting to Galhotra.

Mark Ovenden, 55, continues in his current role as president, International Markets Group. He will report to Watters.

Lisa Drake, 47, is named chief operating officer, North America, reporting to Galhotra. In this newly created role, Drake will bring enhanced focus to product launches, warranty cost reduction, and material cost improvements, said Arpin.

Drake will help lead the push to return the North American business back to a 10 percent EBIT margin, Arpin said. With Drake's deep operational knowledge, she will further accelerate the trans-



Kumar Galhotra



Lyle Watters



Mark Ovenden



Lisa Drake



Burt Jordan

formation of the North American business through cash conservation and profit actions.

Ted Cannis, 53, is appointed general manager, Commercial Vehicles, for the U.S. and Canada, also reporting to Galhotra. In this newly created position, Cannis will bring together dedicated resources needed to drive the Commercial Vehicle business forward.

This new business aligns functional areas to deliver holistic customer solutions and optimizes operations to improve alignment with potential partners, Farley said.

As leaders in the commercial vehicle space, the company is accelerating its plans to create solutions that help businesses run a better business. Cannis joins

Hans Schep, general manager, Commercial Vehicles, Ford of Europe.

With two accomplished commercial vehicle leaders in these key roles, Ford is better placed to help make customers' businesses thrive, Hackett said.

Retired Col. Gil Gur Arie, 44, joins the company from a distinguished career in the Israeli Military Intelligence Corps as chief, Global Data Insight and Analytics, reporting to Farley.

Gur Arie brings vast and unique experience to Ford in big data and AI, information technology, digital-age human-machine aspects and multi-domain large-scale analytics, Arpin said. In this position he will lead the Ford team through the digital revolution and develop Ford's big-data and AI strategy in the coming years.

Burt Jordan, 53, is appointed vice president, Global Purchasing Operations, reporting to Hau Thai-Tang, chief product development and purchasing officer. In this role, Jordan is responsible for Global Purchasing Operations, program delivery, purchasing strategy and supply chain diversity to drive strategic transformation, growth and efficiencies.

Stuart Taylor, 48, is appointed executive director, Enterprise Connectivity, reporting to Thai-Tang. In this newly created role, Taylor is responsible for developing and implementing a suite of connectivity solutions that will support all areas of Ford's business.

Alex Purdy, 36, joins the company as director of Business Operations, Digital Experience and Connectivity, reporting to Taylor. In this newly created role, Purdy will be responsible for delivering Ford's connectivity product portfolio strategy.

Purdy was most recently director of Deere Labs at John Deere and brings to Ford an extensive background in technology and connectivity products. This new consolidated organization will provide Ford's internal and external customers with exciting new digital experiences leveraging end-to-end connectivity.

All appointments are effective starting on May 1.

GM's Charity Helping Local Communities

CONTINUED FROM PAGE 1

and deliver critical PPE from GM's Warren facility to area hospitals, and 178 employees who have donated more than \$14,000 to support United Way's local COVID-19 Community Response and Recovery Funds and the DonorsChoose Keep Kids Learning program.

Also, 1,051 employees and their friends and families have pledged to the American Red Cross SleevesUp campaign, Rhadigan said.

When asked when the company decided to get involved in these programs, Rhadigan said "pretty much right away after we realized that, at least for the near future, many of our employees will have to be working from home."

Many students in the communities where GM has facilities depend on school food programs to get nutritious meals, Rhadigan said.

"Now they have no schools to go to," Rhadigan said. "When you learn about this, it just tugs your heart."

In order to serve the communities where facilities are located, Rhadigan said that GM staff realized they didn't have to reinvent the wheel.

In Southeast Michigan, for example, GM staff have relationships with organizations like the United Way of Southeast Michigan, Gleaner's Food Bank and Forgotten Harvest.

"Obviously, GM has facilities across the country and around the world," Rhadigan said. "But we are concentrated in Michigan, Southeast Michigan particularly, where we have our headquarters and many of our production facilities. So by working with these organizations, we can help them do their jobs."

By partnering with groups that are already up and running and really know what they're doing, GM avoids wasteful duplication of efforts, and people are helped right away.

Organizing these efforts for GM has required some adjustments, Rhadigan said.

"We can't do things like we did in the old days, which was a month ago," Rhadigan said. "We use Skype for our meetings, so people working from home can communicate with each other. It's easier when you can just call a meeting and have everyone meet in a conference room, but I think we've gotten pretty good at getting the right people into our virtual meeting room via Skype."

Rhadigan had particular praise for the work that teachers do every day. That's why GM gave

DonorChoose Kids Keep Learning the \$1 million grant.

"I have newfound respect for teachers," Rhadigan said. "It's really hard to keep seven-year-olds engaged. Imagine having to do it in a class room full of seven-year-olds."

"So through DonorChoose Kids Keep Learning, we are able to fan out across the country to provide help."

Additionally, GM has set up a program that can allow teachers to provide tutoring to those who need it.

"What is really interesting is that we've received feedback from teachers thanking us for what we're doing" Rhadigan said. "I find that humbling because the teachers are the ones who should be thanked, and they're thanking us."

FCA's Future Plans Reported

CONTINUED FROM PAGE 1

represents the brand's entry into China's rapidly growing New Energy Vehicle market, Connelly said.

In Italy, FCA is executing an ambitious €5 billion plan, centered around electrification, with key new products and a new Battery Hub located inside the historic Mirafiori complex in Turin, that will assemble batteries for a growing lineup of electric models.

For Maserati, FCA is executing a major product-led transformation plan, including the launch of new whitespace products, as well as several full battery electric and hybridized models, Connelly said.

In the United States, FCA invested \$4.5 billion to expand the capacity of facilities in Michigan and to build a new state-of-the-art

plant in Detroit that will open later this year producing electrified Jeep models.

It's a commitment that will add 6,500 new jobs in Southeast Michigan, Connelly said.

FCA also enriched the vitality and welfare of the communities where its employees live and work by giving back through employee volunteering and providing financial support of approximately €28 million through charitable initiatives.

As it releases this report, FCA supports a wide range of COVID-19 community initiatives across the globe, including helping to install field hospitals, providing food services to school-age children, and supporting the technical, logistical and manufacturing activities for the development of healthcare products, such as ventilators and personal protective equipment (PPE), Connelly said.



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Michigan Drivers Seeing Break on Car Insurance

by TOM KRISHER
AP Auto Writer

DETROIT (AP) – Interstates and city streets are empty and cars are quarantined in their owners' garages, so consumer advocates argue that it only makes sense for auto insurance rates to reflect that.

In the states of Washington and New York, the number of traffic crashes reported to state police fell about 30 percent in March compared with a year ago, as the states were on lockdown for part of the month to stop the spread of coronavirus.

Other states are reporting similar declines in traffic and crashes, and consumer advocates are calling on insurance companies to cut premiums or give refunds by a like amount.

Some companies have responded, but the Consumer Federation of America reports that discounts may be too small and aren't being applied evenly.

Many insurance premiums are based on driving 1,000 miles per month, but customers may be driving only one-tenth of that, the federation said.

"The risk exposure is not nearly the same now as when the policy was first priced," Doug Heller, an insurance expert with the federation, said April 13.

Companies that sell 82 percent of the auto policies in the U.S. have announced refunds or credits to drivers worth more than \$6.5 billion during the next two months, the federation said.

Some, like State Farm, the country's largest auto insurer, are giving credits starting in June that amount to a 25 percent reduction in bills from March 20 through May 31. That's about \$20 per month per vehicle, the company said.

That's the kind of immediate relief that all companies should offer because so many people have lost their jobs due to stay-at-home orders from state governments, according to the federation. Yet many are offering only 15 percent discounts and one, Geico, won't get the money to customers until their policies are renewed.

Along with American Family Insurance, the federation gave State Farm an "A" for its credit program.

But Geico got a "D-minus." Messages were left last week seeking comment from Geico.

The only company ranked worse was Erie Insurance, according to the federation. Erie only promised to reduce rates in the future, the federation said.

Erie Insurance said its rate reductions equate to a 5 percent discount on premiums for at least 12 months when policies are renewed. The federation's report, the company said, is based on an immediate impact for consumers. The lower rates are "designed to offer more impactful relief to customers – now and in the future," the company said in a statement.

But that doesn't help drivers "who are paying premiums and need the relief now," said Heller.

Many smaller insurers aren't offering any discounts or credits, especially those that target lower-income or minority drivers, Heller said. The federation called on state insurance regulators to force insurers to cut rates or give refunds.

The federation suggests calling your insurer and asking for a reduced rate because you are driving less, and raising questions about discounts on social media.

In both New York and Washington, the governors issued orders for people to stay at home relatively late in March, so it's likely that crashes and traffic will drop even further during April when the orders are in effect for a full month.

That's why the federation said discounts should be even higher than the 25 percent offered by State Farm in future months as lockdowns continue. The federation suggests 40 percent or higher and says consumers have leverage by threatening to switch to other companies with better discounts.

Insurers and the federation don't recommend canceling your insurance if your company won't offer credits or discounts. In many states, companies can raise rates if there's a gap in insurance coverage.

Liberty Mutual Insurance says that it's unwise to cancel because most states require minimum liability insurance, and even if you use the vehicle only to go to the store or other essential errands, you'll still need coverage.

"Comprehensive coverage provides insurance for things like theft and weather, so you will want to retain that coverage as well even if the car is garaged at home," a company statement said.

Global Auto Industry Hurting

BEIJING (AP) – Renault SA said April 14 it will shut down its main China business and focus on electric and commercial vehicles.

The French automaker's 7-year-old joint venture with state-owned Dongfeng Motor Corp. already was suffering from lackluster sales before the outbreak of the coronavirus crushed Chinese demand.

China is the auto industry's biggest global market but competition is intense and total sales have fallen since their 2017 peak.

First-quarter sales this year fell 45.4 percent to 2.9 million cars, SUVs and minivans after Beijing closed dealerships and told consumers to stay home to stop the virus's spread.

Renault's factory is in Wuhan, the central Chinese city where the outbreak began in December.

Renault plans to "maintain a long-term presence" in the Chinese markets for electric and commercial vehicles, a company statement said.

Electric development will be through two joint ventures including eGT New Energy Automotive Co., Ltd. with Nissan Mo-

tor Co. The two companies are part of a global alliance.

Renault says it is seeking billions in state-backed loans, cancelling its dividend for 2019 and its chairman is taking a pay cut, as the French automaker tries to weather the coronavirus crisis.

The Associated Press reported on April 10 that global manufacturing is at a standstill because social distancing has shut down factories.

Toyota Chief Executive Akio Toyoda promised on May 10 that the Japanese auto industry will protect jobs. Toyoda, speaking as head of the Japan Automobile Manufacturers Association, said that the group that brings together Japanese automakers including Nissan Motor Co. and Honda Motor Co., as well as parts makers, will set up a special fund to help people who have lost jobs find employment.

French automaker Renault cancelled 300 million euros (\$325 million) in dividend payments for 2019 and its chairman is taking a pay cut. Jean-Dominique Senard's pay will be cut by 25 percent for the second quarter of 2020.

*All lease and finance offers on approved credit to highly qualified buyers through GM Financial. May not be compatible with other offers. Not all customers will qualify. See dealer for full details. Pictures are for illustrative purposes only and may not reflect model advertised. Offers end 04/30/2020.



GM employees at the company's manufacturing site in Kokomo, Ind., are now making ventilators.

GM Proceeds With Efforts to Manufacture Ventilators to Help COVID-19 Sufferers

General Motors Co. has begun mass production of the Ventec Life Systems V+Pro critical care ventilator under contract to the U.S. Department of Health and Human Services.

"Thousands of men and women at GM, Ventec, our suppliers and the Kokomo community have rallied to support their neighbors and the medical professionals on the front lines of this pandemic," said GM Chairman and CEO Mary Barra. "Everyone wants to help turn the tide and save lives. It is inspiring and humbling to see the passion and commitment people have put into this work."

Said White House Assistant to the President Peter Navarro: "GM has moved swiftly in Trump time to manufacture one of the most critical lifesaving devices in America's war against the coronavirus. GM's rapid mobilization of America's manufacturing might in defense of our country is a proud salute to the ingenuity of its engineers, the true grit of its UAW workers on the line, and America's doctors, nurses, and other healthcare professionals fighting for our lives at the front lines."

"As these lifesaving ventilators roll off GM's assembly line as fast as tanks once did in an earlier World War, they will be rapidly deployed to the hospitals of Gary (Ind.), Chicago, and far beyond."

In less than a month, Ventec, GM's supply chain and its manufacturing, logistics, legal, and talent acquisition teams were able to marshal support to deliver a 30,000-unit order from the U.S. Department of Health and Human Services, said GM spokesman Jim Cain.

"Until there is a vaccine, critical care ventilators give medical professionals the tools they need to fight this pandemic and

save lives," said Ventec Life Systems CEO Chris Kiple. "This partnership is an historic effort and a great reminder of what can be accomplished with the power of American innovation and American manufacturing skill uniting together around a singular mission to save lives."

Cain said the effort involved sourcing hundreds of parts and assemblies from suppliers; the design of a new manufacturing process; the transformation of GM's Kokomo factory; the ongoing hiring of more than 1,000 manufacturing team members; and the implementation of extensive health and safety protocols in the workplace.

Throughout the effort, GM had strong support from the leadership of the United Auto Workers, including the UAW-GM Department and UAW Local 292, community groups and elected officials in Kokomo, the U.S. Food and Drug Administration, the U.S. Department of Health and Human Services and the White House Office of Trade and Manufacturing Policy.

More than 600 ventilators will be shipped this month, almost half the order will be filled by the end of June and the full order will be completed by the end of August. GM has the capacity to build more ventilators after August if needed.

A strong sense of urgency was present from the beginning, Cain said. GM and Ventec executives had their first conference calls on March 17 and Wednesday, March 18 to explore how GM could help Ventec increase ventilator production.

The next day, a GM team flew to Seattle to meet with the Ventec team and rolled up their sleeves to help, Cain said.

On March 20, GM engaged its global supply base and within 72 hours, they had developed

plans to source 100 percent of the necessary parts.

The UAW's national and local leadership embraced the project and on March 25, crews began preparing the Kokomo site for production.

On April 8, the U.S. Department of Health and Human Services awarded GM a contract under the Defense Production Act to build 30,000 Ventec V+Pro critical care ventilators.

General Motors and Ventec are committed to providing ongoing progress updates, photos, and videos to document the work of this partnership at a new microsite, VentecGM.com, Cain said.



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STOCK# 400035

LEASE FOR
\$249* PER MONTH | **\$0** DOWN | **36** MONTHS | **\$0** FIRST PAYMENT

2020 CHEVROLET COLORADO CREW CAB WT

PURCHASE FOR
\$29,219*



STOCK# 503348

LEASE FOR
\$249* PER MONTH | **36** MONTHS | **\$999** DOWN

2020 CHEVROLET BOLT 2LT

PURCHASE FOR
\$28,629*



STOCK# 400083

LEASE FOR
\$259* PER MONTH | **36** MONTHS | **\$999** DOWN

2020 CHEVROLET SILVERADO 1500 DBL CAB CUSTOM

PURCHASE FOR
\$31,599*



STOCK# 503476

LEASE FOR
\$259* PER MONTH | **\$999** DOWN | **24** MONTHS | **\$0** FIRST PAYMENT

2020 CHEVROLET SILVERADO 1500 CREW CAB CUSTOM

PURCHASE FOR
\$32,309*



STOCK# XNRQW9

LEASE FOR
\$309* PER MONTH | **\$0** DOWN | **36** MONTHS | **\$0** FIRST PAYMENT

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