

Lehmann-Peterson Builds Its Future on the CADILLAC XTS

BY SUSAN ROSE

FOR many who have been in the chauffeured transportation industry for more than a couple of years, the name Lehmann-Peterson likely sparks some nostalgia. For others, it will invoke memories of Presidents Nixon and Johnson or perhaps the iconic Papal Lincoln Continental, designed with a raising chair and a glass shield exclusively for the Pope. The company is credited with producing the first-ever stretch limousine, all the way back in 1962 when it made its debut at the International Auto Show in New York—one of the largest in the country outside of Detroit. It later went on to produce vehicles for the motorcade of the President of the United States as well as those for Secret Service detail.

The company, which was founded that same year, was certainly at the forefront of the modern transportation industry and has managed to not only endure the changing tastes in vehicles throughout the years, but also thrive in its five decades.

Lehmann-Peterson has found its niche as a Cadillac Master Coachbuilder (CMC), exclusively producing Cadillac products for the livery, funeral, and limousine industries. Now based in Rolling Meadows, Ill., the



LP's signature Cadillac XTS-L

53-year-old builder has been owned and operated by President and Chairman Earle F. Moloney since the late 1960s. The massive 80,000-square-foot facility is completely tooled to CMC's exacting standards to produce some of the most elegant and refined Cadillac vehicles for our industry. While it may have changed over time to accommodate ever-evolving tastes, it has never lost that tradition of building stately, professional vehicles.

Cadillac has had a longstanding history in the industry, especially over the past two decades where it has been one of two OEMs with livery programs. When its main competition, the Lincoln Town Car, ceased production in 2009, the XTS debuted just months later (taking the place of the Cadillac DeVille) and immediately

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found a dedicated following.

Lehmann-Peterson builds factory-direct for its customers through its Illinois headquarters, but also offers the option of ordering vehicles through local Cadillac dealers. At the headquarters, the sales team is led by Vice President of Sales Bill Kennedy, who has been with the company for 35 years, as well as General Manager Michael Moloney and Sales Manager Matt Baines.

Focusing specifically on the Cadillac XTS, Lehmann-Peterson's signature vehicle is the XTS-L, a seven-inch stretch that offers rear passengers additional leg room so they can have a little more room and move around a bit more than in the non-stretched sedan. Just those few extra inches seem to make all the difference with customers. The company modifies its XTS-L with all-steel construction of the chassis, roof, and doors, using only the highest-quality materials available and within CMC standards—without composites or plastics.

Converted with the executive traveler in mind, its XTS-L is a single-cut conversion that elongates the vehicle to create a more spacious and private rear seat environment, according to the

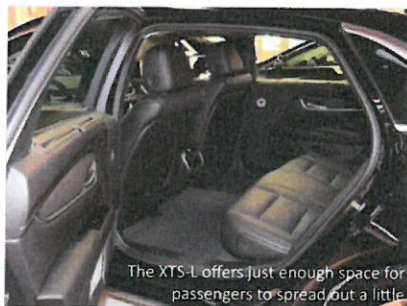


General Manager Michael Moloney (left) and Sales Manager Matt Baines

Lehmann-Peterson sales department. This sedan is extended seven inches in order to provide a large executive back seat offering amenities such as executive foot rests, reading lamps, back seat vanity mirrors, rear quarter blackout for privacy, and more.

Beyond providing extra space for executive livery or personal use, its enhancements maintain all of the safety, performance, and luxury that Cadillac is known for throughout the industry.

Lehmann-Peterson also produces limousines for both funeral and livery platforms: the Platinum Edition XTS is available in five- or six-door versions. The six-door features a seven-inch



The XTS-L offers just enough space for passengers to spread out a little

elongated door for easy entry and egress of the vehicle, as well as forward-facing seating. The five-door model allows for some additional enhancements with rear compartment seating. Of course, like the XTS-L, both are available with all of the extra amenities that one would need for the corporate traveler.

Nostalgia aside, Lehmann-Peterson has certainly seen trends come and go over its five-decade history, but its core mission has always remained a constant: to build the finest-crafted vehicles in the industry. Its vehicles have evolved but never its standards. It's good to know that some things don't change. **(CD)**