

Investment Banking

## Toyota Adviser Joins Casesa Shapiro Group

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*From Micheline Maynard, a DealBook colleague*

Dennis C. Cuneo may not be a household name, but to officials of state development agencies around the country, he's the equivalent of Elvis.

On Monday, Mr. Cuneo joined the Casesa Shapiro Group, an investment and analysis firm with deep roots in the automobile industry. Its principals are John Casesa, the veteran automobile analyst formerly with Merrill Lynch, and Andrew A. Shapiro, an automobile dealer and expert on the industry's retail side. Mr. Cuneo will act as a senior adviser and "play an active role in enhancing the firm's senior-level client relationships and establishing new ones," the firm said in a statement.

Mr. Cuneo served as senior vice president for Toyota Motor North America until 2006. In his position, he played a major role in the selection of virtually every plant and office site for Toyota Motor Company in the United States over the last decade.

The job made him familiar to governors, senators, state and city officials across the country, and the company's American production helped boost Toyota into its spot as the world's biggest car company. Prior to Toyota, Mr. Cuneo was board chairman of the Federal Reserve branch in Cincinnati, held gubernatorial appointments in California, Kentucky and Mississippi, and was a lawyer in the Justice Department.

Mr. Cuneo, a lawyer, continued as an adviser to Toyota after his departure. He is counsel to the Washington law firm of Arent Fox and leads his own consulting firm, DC Strategic Advisors.