



APMA is the **VOICE** of the Motor Vehicle Suppliers in Canada

Dear Industry Colleague,

Please find included the latest communication of importance from your APMA.

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Windsor Regional Conference Agenda Update

APMA's Windsor Regional Conference is set for Thursday, February 16, 2012. This event focuses on our members and automotive suppliers in South-Western Ontario and is undertaken in conjunction with the support of the University of Windsor's Office of Automotive Vehicle Research (OAVR) and Canada's Department of Foreign Affairs and International Trade (DFAIT).

The event commences on the morning of February 16, 2012 at 8:30 a.m. and concludes after the luncheon's keynote presentation (approximately 2:00 p.m.) at the Giovanni Caboto Club in Windsor, Ontario. **The agenda for this year's conference** will focus on the competitiveness of Canadian suppliers in light of recent industry developments and those forthcoming such as the strengthening of the Canadian dollar; lagging productivity for Canadian suppliers vs. both Mexican and US suppliers; growth of Mexican vehicle production; the Brazilian automotive market place, domestic issues relating to the cost of raw materials and electric power and the upcoming September 2012 CAW negotiations. Our specific focus is on manufacturing competitiveness; innovation and emerging markets; Mexican opportunities and OEM expectations, Brazil as a market for consideration and Federal support mechanisms available to companies expanding globally.

The Conference will be followed the Canada-US Automotive Dinner, featuring Mark Reuss, Vice President and President, General Motors North America, at the Marriott Centerpoint, in Pontiac, Michigan. This dinner brings together Canadian and US automotive executives providing an excellent venue to meet and dialogue with industry colleagues. ****Separate registration required - see below.****

CLICK HERE to learn more and/or to download a registration form. Please fax the completed form to APMA at 416-620-9730. Alternatively, you can **CLICK HERE** to register online.

******Please note that registration for the Canada-U.S. Automotive Dinner is not part of this registration**

24th Annual Canada-U.S. Automotive Dinner

February 16, 2012

APMA is pleased to partner with the Original Equipment Suppliers Association (OESA) and the Canadian Consulate General in Detroit, to organize the 24th Annual Canada-U.S. Automotive Dinner. The keynote address will be given by **Mark Reuss, Vice President and President, General Motors North America**. Reuss will discuss plans for General Motors in North America and around the globe. He will also share thoughts on North America's importance in the global automotive market and the importance of both Canada and the U.S. as automotive powerhouses.

This event is a once-a-year opportunity for APMA members to meet with members of the U.S. automotive industry and enjoy an informal evening of networking. Since 2010, the meeting has been hosted by APMA, OESA and the Canadian Consulate General Detroit. This partnership allows the associations and the Consulate to foster cooperation between the American and Canadian automotive supplier industries.

Tickets can be purchased individually or in tables of eight (8) people. Partnership opportunities are also available.

[CLICK HERE](#) for more information.

Event Partners:



APMA Industry Tracker™ - Now Available!

The *APMA Industry Tracker™* is now available! The *Industry Tracker™* is an online application that provides a one-stop location for every piece of automotive data a supplier might require in their day-to-day business. It also serves as an electronic directory of APMA's member companies and compatibility index, replacing the traditional hard copy directory that APMA has produced in the past. Access is provided FREE OF CHARGE for APMA members and is available to non-APMA members for a subscription fee.

To learn more about the *Industry Tracker™* and/or to subscribe, [CLICK HERE](#).

****APMA MEMBER COMPANIES****

Contents of your **Strategic Company Profile** is displayed in the *APMA Industry Tracker™* and made

available to potential customers throughout the industry's supply chain (vehicle assemblers, Tier levels, research organizations and other industry suppliers). APMA also makes this information globally available to Canadian Embassies and Consulates, Federal and Provincial Trade Offices, foreign trade organizations, international associations and at international events that APMA is affiliated with. Therefore, it is vital that your company's information on file be as accurate as possible. Please [CLICK HERE](#) to submit your company's profile information now.

Navistar Supplier Opportunity

Navistar has various supplier opportunities available. In the short term, Navistar Defence is looking to identify Canadian suppliers for a variety of products and services in conjunction with their bid for the [Standard Military Pattern \(SMP\) Vehicle contract](#) with Canada's Department of National Defence.

For a detailed list of the systems that Navistar is considering, [CLICK HERE](#).

If your company is interested in pursuing this opportunity to supply for Navistar, please [CLICK HERE](#) to **download an application form**. Completed forms can be sent directly to DFAIT's Sidney Salvatori at sidney.salvatori@international.gc.ca. Sidney can also be contacted for any further questions or concerns regarding this opportunity.

Please note that Navistar is on an accelerated schedule and needs to evaluate, approve, and secure suppliers quickly. As such, **submissions must be made by February 3rd, 2012 to be considered**.

Navistar has also expressed interest in holding a series of Supplier Days in Canada in the near future. More information on this opportunity will be released as it becomes available.

Connect Canada Internship Program

Cost-effective R&D doesn't need to take a big bite out of your budget. Connect Canada can help solve your most pressing industrial R&D needs. Connect Canada is a national internship program that links Canadian companies with graduate students for research placements in all sectors. For just \$5,000, Connect Canada will provide match funding allowing companies to access dedicated teams of academic professors and graduate students to apply leading-edge research methodologies to maximize their return on investment.

Companies develop and direct short-term intern placements that focus on real R&D needs, whether it's the development of technology or knowledge, and they reap the end results through negotiated IP.

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