

AIAG Forges Alliance with Mexican Automotive Association to Offer Joint Membership Benefits

Program with INA designed to improve business processes and quality performance in lower-tier supply base

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AIAG has joined forces with Industria Nacional de Autopartes (INA), the representative association for automotive suppliers in Mexico, to support and drive transformational initiatives in the lower-tier automotive supply base in the United States and Mexico through a special membership program, the not-for-profit, member-supported organization announced today. The MEX-US Supplier Power membership grants suppliers with less than \$15 million in annual income the ability to join both AIAG and INA through a single membership and receive full access to member benefits of both organizations.

"Lower-tier suppliers in the NAFTA region were disproportionately devastated by the economic recession, and they are the engine that powers sustained economic growth and innovation," said J. Scot Sharland, executive director of AIAG. "Capacity constraints are now compromising demand, so it is imperative that we provide smaller companies and a new generation of automotive professionals with the 'know-how' and 'know-who' they will need to be successful."

To help current suppliers expand and support new companies entering the industry, the AIAG alliance with INA provides more extensive access to the information, education, tools and unique service offerings by both organizations to accelerate the development of their workforces, increase quality and improve costs. This will ensure that companies adopt best practices and standards to meet a multinational corporation's performance expectations as the supply base grows to accommodate the increased output needed to satisfy robust consumer demand. Cross-border strategic networking will allow both Mexican and U.S. companies to explore joint ventures, alliances and acquisition opportunities to align their manufacturing footprint to accommodate announced OEM and tier one supplier future capacity expansions.

"We want to ensure that auto suppliers in Mexico have the strength to serve the global automotive industry," said Oscar Albin, executive president of INA. "Our synergies with AIAG will deliver training and opportunities to help put companies in the best position for development and economic growth."

The membership alliance reaffirms both AIAG and INA's commitment to improving processes and standards of lower-tier suppliers in Mexico. Earlier this year, AIAG provided comprehensive quality training for 64 automotive suppliers in six major Mexican manufacturing hubs.