

Remarks for

Liz Sandals
MPP for Guelph-Wellington


Announcement at
DENSO Manufacturing Canada Inc.

Thursday, September 09, 2007
10:00 a.m.

DENSO Manufacturing Canada Inc.
900 Southgate Drive
Guelph, Ontario

Check against delivery

Word count: 699 (approximately 7 minutes)



[Event emcee: Joseph Stich, President, DENSO Manufacturing Canada Inc.]

- Thank you Joe.
- Good morning everyone.
- It's great to be back at DENSO.
- I'm pleased to bring greetings on behalf Sandra Pupatello, Minister of Economic Development and Trade, who unfortunately has another engagement this morning.
- She sends her best regards and congratulations to everyone who made today's announcement possible.
- We're here today to celebrate.
- To celebrate new jobs for the hard-working people of this province, new opportunities for Guelph-Wellington and the start of many new successes for DENSO.

- In June I had the pleasure of joining DENSO to announce the expansion of this facility.
- I said it back then and I'll say it again today: DENSO's investment means so much to this region.
- We all know that the auto industry is incredibly competitive.
- And we also know that it's a major decision for any company to make such a significant investment.
- DENSO could have chosen to expand any of its high-performance plants.
- But when it came down to it, one plant and one location stood head and shoulders above the pack.
- And that one plant and one location is right here at 900 SouthGate Drive.

- Guelph's manufacturing workforce is among the best in the world –
- And that includes every single worker in this room.
- DENSO's decision to expand this facility is another great vote of confidence in our skilled workers, and in Ontario as a place to do business.
- I'm here today to say that the McGuinness government is proud to partner with DENSO to create new opportunities for Guelph and the surrounding communities.
- I'm pleased to announce that our government is investing **\$4.5 million** through the Ontario Automotive Investment Strategy.
- With our support, and the commitment from DENSO Manufacturing Canada, the total investment is **\$78.2 million**.

- That's more than \$78 million invested in the things that will give DENSO a long-term competitive advantage:
 - A new product line of state-of-the-art Engine Cooling Modules;
 - Advanced skills training for its employees; and
 - New, innovative processes that ensure manufacturing excellence right here in this plant;
- The bottom line is this project is going to create **322 jobs** before the end of the decade –
- And that's a huge win for Guelph.
- You know, this announcement illustrates exactly why our auto strategy was set up.
- We're working with the auto industry to ensure its long-term competitiveness.

- By making strategic public investments, we can leverage a far greater private sector commitment.
- That means each time our auto strategy leverages a new investment, the whole province gets stronger.
- The proof is in the pudding.
- Ontario has been the top North American vehicle producing jurisdiction for three years straight.
- We're committed to reaching this milestone again and again, year after year.
- So far, our government's auto strategy has leveraged more than \$7 billion in new investments and anchored thousands of high-value jobs across the province.
- Also, we recently announced a new \$650-million Next Generation Jobs Fund.

- It will position Ontario as a leader in developing and building the next generation of green cars, and the innovative components that will go into them.
- We're making these investments to ensure the industry's long-term success and to create more opportunities for the people of this province.
- I like to remind business leaders looking to invest that if you're looking for –
 - the best in innovation,
 - the best in advanced manufacturing,
 - and the best in skilled workers –
- There's no better place than Ontario, and there's no better place than right here in Guelph-Wellington.
- I'd like to thank Joe and everyone at DENSO for hosting this announcement today.

News Release Communiqué



Ministry of
Economic Development
and Trade

Ministère du
Développement économique
et du Commerce

For Immediate Release
September 6, 2007

- It's been a great event.
- I'd also like to thank Mayor Farbridge for coming out to show her support.
- Congratulations DENSO, on your investment.
- We are very fortunate to have in our midst a global leader supporting jobs and building prosperity for workers and their families.
- We look forward to your continuing success as you push further to reach higher here in Guelph.
- Thank you.

For Immediate Release
September 6, 2007

MCGUINTY GOVERNMENT INVESTS IN MANUFACTURING EXCELLENCE AT DENSO MANUFACTURING CANADA INC.

\$4.5 Million Investment Spurs Innovation, Helps Create 322 Jobs At Guelph Plant

GUELPH – The McGuinty government is investing \$4.5 million in the expansion of DENSO Manufacturing Canada Inc.'s Guelph facility to help the company increase production and create high-value jobs in Ontario, announced Liz Sandals, MPP Guelph-Wellington on behalf of Sandra Pupatello, Minister Economic Development and Trade.

“Once again the highly skilled workforce of Guelph-Wellington has leveraged great opportunities for Ontario’s manufacturing sector and our region,” said Sandals. “The Ontario government’s investment will help DENSO create 322 jobs, introduce advanced technologies and provide top-notch training. This is something to celebrate, and the McGuinty government is replicating this success across the province.”

The three-year project, supported under the Ontario Automotive Investment Strategy (OAIS), carries a combined provincial and company investment of \$78.2 million. Features of the project include:

- Expansion of DENSO’s current facility from 10,000 square metres to 30,000 square metres
- A new production line of Engine Cooling Modules
- Introduction of innovative processes, including advanced metal brazing technologies
- Employee skills training and developmental opportunities.

“Our Guelph location provided us with the best advantages for expansion based on our production needs,” said DENSO Manufacturing Canada President Joe Stich. “The strategic location, total cost of manufacturing and competitive workforce will help DENSO Manufacturing Canada reach the next level of success. DENSO is pleased with the support and the collaboration that the Ontario government has provided our organization.”

The McGuinty government’s \$500-million OAIS strategy was introduced in 2004 to support the auto industry’s key areas of competitiveness.

“Our investment strategies are leveraging invaluable opportunities and creating an innovative and competitive climate in Ontario’s auto sector that’s recognized throughout the world,” said Pupatello. “DENSO’s decision to expand its Guelph facility proves yet again that Ontario is the best place for auto manufacturing in North America.”

Today's announcement is just one more example of how, working together, Ontarians are achieving results for Ontario's manufacturing industry. Other initiatives include:

- A new \$650-million Next Generation Jobs Fund that will leverage investments in green technologies that help to reduce greenhouse gas emissions and improve environmental sustainability
- Ontario's strategic auto investments that have leveraged more than \$7 billion in new investments and anchored thousands of high-value jobs
- The Advanced Manufacturing Investment Strategy that promotes the use of leading edge technologies and processes and has supported a range of innovative projects that will generate about \$670 million in new investment and support the creation or retention of about 4,000 jobs over a five-year period.

Contacts:

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www.ontariocanada.com

DRIVING ONTARIO AUTO INDUSTRY INNOVATION

Ontario's auto industry

Ontario's auto industry produces cars, light trucks and parts. About 85 per cent of finished vehicles are exported to the United States. Over 90 per cent of Canada's auto industry is located in Ontario, and all Canadian-built cars and light trucks are manufactured in the province.

Six major vehicle manufacturers operate a total of 12 Ontario assembly plants. Ontario is also home to two heavy truck manufacturers. These plants are supplied by more than 400 major automotive parts manufacturers, which collectively have more than 500 plants in Ontario.

Ontario's auto parts and assembly industry employs over 130,000 people and represents about 20 per cent of the province's total manufacturing output.

Global industry restructuring, combined with increasing competition for new investment and product mandates, requires ongoing investments in research and innovation, skills training and leading edge technologies to keep Ontario's auto sector prosperous.

Ontario's auto investment strategy

The McGuinty government's \$500-million Ontario Automotive Investment Strategy was launched in April 2004 to leverage private sector investment in key areas supporting the industry's competitiveness:

- Skills training to keep pace with new technologies and processes
- Innovation and research
- Improved infrastructure to support new manufacturing techniques
- Energy efficiencies and environmental technologies.

The strategy supports leading-edge auto manufacturing projects that are worth more than \$300 million in investment or that create or retain more than 300 jobs.

Ontario's strategic auto investments have leveraged more than \$7 billion in new investments and anchored thousands of high-value jobs. Large-scale auto projects also offer considerable spin off benefits for suppliers, the construction industry, and local economic development.

Many of the projects also include linkages with universities and research institutions to help position Ontario as a centre for the research and innovation required for the next generation of vehicles.

Next Generation Jobs Fund

Building on the success of the Ontario Automotive Investment Strategy, in June 2007 the Premier announced a new \$650-million Next Generation Jobs Fund that will leverage investment in green technologies that help to reduce greenhouse gas emissions and improve environmental sustainability

The fund will support green technology investments across a range of sectors including auto, advanced manufacturing, energy production, forestry and agriculture.

Projects supported by Ontario's auto strategy


- **General Motors, Beacon Project** – a multi-faceted investment that supports the company's vehicle design and manufacturing capabilities at plants in Oshawa, St. Catharines and at CAMI in Ingersoll. Provincial support of \$235 million for a total investment of \$2.5 billion.
- **Ford, Oakville** – investments to make Oakville the company's first flexible manufacturing facility in Canada, plus a new research and development centre focusing on fuel cell technology. Provincial support of \$100 million for a total investment of \$1 billion.
- **Chrysler, Windsor and Brampton** – investments in increased manufacturing flexibility and an environmentally advanced paint shop at the company's Windsor facility and skills training at the Brampton plant. Provincial support of \$76.8 million for a total investment of \$768 million.
- **Toyota, Woodstock** – first greenfield vehicle assembly plant to be built in Ontario for almost 20 years. Provincial support of \$70 million for a total investment of \$1.1 billion.
- **Linamar, Guelph** – creation of a Technology Centre, plus investments in research and development and skills training. Provincial support of \$44.5 million for a total investment of \$1.1 billion.
- **International Truck and Engine Corporation, Chatham and Windsor** – skills training for workers at the Chatham truck assembly plant plus a new research and development centre in cooperation with the University of Windsor. Provincial support of \$32 million for a total investment of \$270 million.
- **Honda, Alliston** – new engine facility plus investments to upgrade supporting public infrastructure. Provincial support of \$15 million for a total investment of \$154 million.
- **Valiant Corporation, Windsor** – next generation of robotic vehicle assembly systems. Provincial support of \$7.1 million for a total investment of \$93 million.
- **Nemak, Windsor** – investment in an innovative engine block manufacturing process. Provincial support of \$6 million for a total investment of \$100 million.
- **AGS Automotive and Tiercon, Stoney Creek, Oshawa, Toronto, Cambridge and Windsor** – development of advanced and fully integrated bumper systems and expansion of product portfolio. Provincial support of \$6 million for a total investment of \$62 million.
- **Denso Manufacturing Canada, Guelph** – expansion of its current facility from 10,000 square metres to 30,000 square metres and increase in workforce to accommodate the introduction of a new production line of Engine Cooling Modules. Provincial support of \$4.5 million for a total investment of \$78.2 million.

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Bauer, David (EDT)

 **From:** Roberts, Lisa (EDT)
Sent: September 7, 2007 2:11 PM
To: Bauer, David (EDT)
Subject: RE: Thank you from MPP Liz Sandals

Excellent work...again Dave! Way to go
L.

-----Original Message-----


From: Bauer, David (EDT)
Sent: Friday, September 07, 2007 2:08 PM
To: Roberts, Lisa (EDT)
Subject: FW: Thank you from MPP Liz Sandals

looks like we ended on a good note!

David Bauer

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-----Original Message-----

 **From:** Poulin, Valerie (EDT)
Sent: September 7, 2007 1:50 PM
To: Bauer, David (EDT)
Cc: Rocca, Dino (EDT); Melnychuk, Jodi (EDT)
Subject: Thank you from MPP Liz Sandals

David,

Just wanted to pass along a positive feedback from our MPP Liz Sandals from yesterday's Denso announcement. She was absolutely thrilled with the event and very pleased with all the work that went into its preparation. She found all documents helpful and well done. She asked that we pass along the thank you to you and the EDT communications team.

This isn't the first time we get rave reviews from our MPPs from the great work you do along with your colleagues and its definitely worth mentioning.

So thanks a million!

Val

Valérie Poulin

Chief of Staff

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