

“Challenges of Sourcing Critical Automotive Components from Mexican Suppliers”

Leveraging Mexican Automotive Suppliers & Reducing Dependence on Chinese Suppliers

Wednesday, June 29, 2022

12noon – 1pm EST

east↔west[®]
a s s o c i a t e s
Commercial, Operational & Risk Management Specialists for China/Asia

HB HARRIS | BRICKEN

GlobalAuto
Industry.com

Webinar Agenda

Part 1: Brief Introduction of East West Associates

Part 2: Brief Introduction of Harris Bricken

Part 3: Brief Introduction of GlobalAutoIndustry.com

Part 4: Webinar Series

Part 5: Introduction of Speakers

Part 6: Current Global Supply Chain & Distribution

Part 7: Q&A Discussion

Part 8: Follow up

- Founded in 2005, EWA executives reside in 5 markets:
US, China, Southeast Asia, Mexico & Central Eastern Europe
- Leading developer of Global Manufacturing and Supply Chain Footprint Strategy &
- Implementation of Operational, Supply Chain, Commercial & Risk Management strategies
- All EWA executives have held senior management positions with P&L responsibilities for western MNCs, including Briggs & Stratton (NYSE: BGG), Bechtel Corporation and Ashland, Inc. (NYSE: ASH)
- Extensive experience in numerous key industries:

Automotive	General Manufacturing	Durable Goods
Metal Fabrication	Consumer Goods	Filtration & Separation
Chemicals	Packaging	Electronics
Semiconductors	Food & Beverage	Medical Devices
Specialty Metals	Laboratory Equipment	Food Technology
Energy & Natural Gas	Industrial Textile & Apparel	Costings & Building Materials

EWA Company Profile



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About GlobalAutoIndustry.com

The leading business intelligence source for the worldwide automotive industry, connecting OEMs, OE & aftermarket suppliers, and automotive technology companies with the resources to effectively do business internationally.

Insights | Strategies | Solutions

GlobalAutoIndustry.com produces informative content that helps industry executives uncover insights, strategies and solutions focused on doing business in the world's top automotive markets.

One Million Auto Industry Professionals Worldwide

Our weekly Audio Interviews and eJournal newsletters address important business and operational challenges for industry professionals. Interviews are syndicated through these Media Partners, reaching 1 million:



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Webinar Series

- This webinar part of a series on China & Mexico
- First webinar “China Plant Closures, Relocations & Consolidations”
May 24, 2022
- Second webinar “Challenges of Sourcing Key Industrial Components from Mexican Suppliers”
June 28, 2022
- Third webinar “Challenges of Sourcing Critical Automotive Components from Mexican Suppliers”
June 29 at 12noon – 1pm Eastern
- Housekeeping – Q & A Format

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Gary Trzcianka, President, Scoject, Inc. – U.S.

- Product design, precision machining & international manufacturing company
- Averages 60 products annually from concept to production
- Automotive, aerospace, medical

Stefan Lachner, Senior Automotive Specialist, East West Associates - Mexico

- Former VP of Production & Logistics Planning for Robert Bosch in Mexico
- Former Manager of Operations and Engineering for Leoni AG in Mexico
- Former Business Unit Manager and Key Account Manager for Continental Teves Automotive in Mexico

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Current state

1. Clear trend to diversify Supply Chain from China to Mexico
 - Affected by pricing, logistics, US/China tariffs, overdependence on China, long lead times
2. Real sourcing opportunities for success in Mexico
 - Closer proximity to U.S. and North American customers
 - Avoidance of US/China tariffs
3. Real challenges for establishing Mexican supply chain network
 - MX vendors overwhelmed – not providing indicative pricing without company verification
 - Need to establish relationship and difficult to do with no pre-existing relationships
 - MX not replacement for China – size/scale of China

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Current state

Webinar on Challenges of Sourcing Critical Automotive Components from Mexican Suppliers”
Leveraging Mexican Automotive Suppliers & Reducing Dependence on Chinese Suppliers

1. Castings & Machined Parts
2. Metal stampings & Fabrication
3. Welded tubing like Exhaust Tubes, Seat Frames tubes
4. Injection molded & extruded plastics
5. Interior parts like Headliners
6. Headlamps & Taillights
7. Electronics like PCB, Wiring Harness

Part 7: Q&A Discussion

1. Can you share your comments about sourcing in Mexico? What are the benefits & challenges?

11:05 – 15:56 Audio Time

2. Lets look at the electronics suppliers in Mexico for the automotive industry. Can you talk about the electronics component suppliers in Mexico – their capabilities and capacities?

15:56 – 18:53

3. Will there be growth in Mexico of a greater vertical supply chain base for PCBs in the next 3-5 years?

18:53 – 22:35

4. Does the Mexican government realize the need to increase electronic supply chain and are they investing in this industry sector

22:35 – 25:30

Part 7: Q&A Discussion

5. Discuss the large availability of supplier capabilities and capacity for injection molding, metal stamping and fabrication?

25:30 – 29:10

6. What is the availability of steel in Mexico and imported stainless steel?

29:10 – 32:54

7. What are the challenges of sourcing automotive components in Mexico, specifically as it relates to imported raw materials like resin, steel, electronics and plastics?

32:54 – 38:15

8. What are the capabilities and capacities of the Mexican foundry business?

38:15 – 42:45

Part 7: Q&A Discussion

9. With a lot of Mexican suppliers have the capabilities but not the capacity, how can companies work with suppliers on improvement projects?

42:45 – 48:45

10. How to best identify & qualify Tier 2 and Tier 3 Mexican suppliers who have lower volume requirements, particularly in the automotive aftermarket?

48:45 – 53:10

11. Imported Chinese tooling & Mexican tooling

53:10 – 58:00

12. What is the availability for Mexican suppliers for interior products like headlamps?

58:00 – 60:00

Part 7: Q&A Discussion

13. What are the capabilities and capacities of welding and fabrication suppliers in Mexico

60:00 – 1:01:40

14. Discussion on the most common problems of sourcing in Mexico – capacity, development of relationships with Mexican suppliers, volumes needed and pricing

1:01:40 – 1:06:40

15. What are your Intellectual Property concerns in Mexico vs. China?

1:06:40 – 1:09:00

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* Webinar Survey will be sent

* Webinar Recording & PowerPoint – will be provided in follow up email on EWA website

Webinar Agenda

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