

WE MAKE THINGS HERE

IDEAS + PRODUCTS + PROFITS



**AUTOMOTIVE
MANUFACTURING**

**OHIO
IS THE LARGEST
AUTOMOTIVE
MANUFACTURER
IN THE U.S.
OUTSIDE OF DETROIT**

Source: EMSI 2018.2

WE MAKE

AUTOMOTIVE BUSINESSES ACCELERATE

Northeast Ohio provides an ideal environment for automotive businesses. With a long history of automotive manufacturing excellence, the Cleveland Plus region offers proximity to original equipment manufacturers (OEMs) and access to a robust supply chain, outstanding talent and two Foreign Trade Zones (FTZs).

Logistics – Reach major markets in the U.S., Canada and Europe quickly through an exceptional infrastructure that includes:

Supply Chain – From raw materials to OEMs, you can access a full end-to-end automotive supply chain. Ohio is home to six OEMs and has the second-highest number of final assembly plants in the U.S.

(Source: WardsAuto, ACT)

Talent – Cleveland Plus is home to a talented pool of more than 2 million workers, including more than 26,000 trained automotive workers in the motor vehicles, parts and body manufacturing sectors

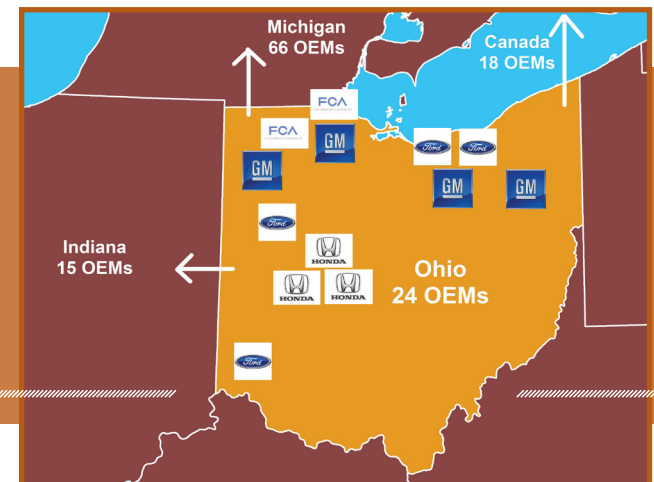
(Source: EMSI 2018.2)

Foreign Trade Zones (FTZs) – Two FTZs offer global shippers significant savings and have helped Ohio achieve the top ranking nationwide for number of exporting companies.

- **5 Interstate Highways**
- **3 Class I Railroads**
- **9 Deepwater Ports**
- **2 Commercial Airports**
- **Cleveland-Europe Express**, the only vessel service that moves containerized and non-containerized cargo between the Great Lakes and Europe, through the Port of Antwerp, with multiple connections.

Ohio is located at the center of the U.S. automotive industry, delivering more than one million cars annually.

Source: Ohio Development Services Agency 2016



INNOVATION FUELS THE FUTURE OF THE AUTOMOTIVE INDUSTRY IN NEO

The auto industry is transforming as customer demands continue to evolve with technology advances. Team NEO, the region's economic development organization focused on creating jobs and helping businesses thrive, is responding by building a seeker-solver network in the smart devices and systems industry to bring world-class manufacturers such as Lubrizol, Parker Hannifin, Swagelok and Timken (seekers) together with key supply chain partners — smaller, early-stage and growth-oriented companies, as well as research and academic institutions (solvers). This collaboration is intended to spur new business development through product, market, process and business-model innovation such as mobility, Internet of Things (IoT), additive, electrical vehicles, lightweighting and robotics.

EDUCATION PROGRAMS ARE ALSO HELPING ADVANCE TECHNOLOGY IN NORTHEAST OHIO. FOR EXAMPLE:

Case Western Reserve University Lightweighting Program

The university offers a lightweighting certificate to prepare students for work in the high-tech innovative fields including polymers, additive manufacturing and advanced materials.

Cuyahoga Community College (Tri-C) Automotive Technology Expansion

From July 2018 through August 2019, Tri-C is constructing a 15,000-sq-ft addition to its Advanced Automotive Technology Center (AATC), which will include a manufacturer-sponsored classroom with six lifts and storage, plus classrooms. The space will also accommodate a Ford ASSET program, a potential GM satellite office and additional certificate and noncredit course opportunities.

Case Western Reserve University/ Cleveland State University IoT Collaborative

The IoT Collaborative (IOTC) is an unprecedented public/private university partnership focused on sharing resources and leveraging complementary strengths for the development and advancement of IoT.

COMPANY SUCCESSES TELL THE STORY BEST

Drivetrain Component Supplier Expands

The Schaeffler Group, a leading Germany-based supplier of automotive components such as clutch systems and torque converters, recently celebrated its 40th anniversary in Wooster, Ohio, with a \$60 million, 91,000-sq-ft plant expansion. This expansion will create 250 new jobs while retaining more than 1,700 for Wooster's largest employer.

General Motors Invests \$218 Million in Northeast Ohio Plant

Global leader General Motors recently invested \$218 million in equipment at its Parma Metal Center for new presses, dies and sub-assemblies, retaining 140 jobs at the plant.

Seat Frame Producer Grows Advanced Manufacturing and Engineering Operations

Camaco, the world's largest independent supplier of seat frame structures to the North American automotive market, is investing \$10.9 million in new construction that will expand its Lorain manufacturing facility and bring 200 new jobs to Northeast Ohio. The company's Lorain operations support the manufacture of seats for the Chevy Cruz, Ford Explorer, GMC Terrain and other vehicles.

MAJOR COMPANIES WITH SIGNIFICANT AUTOMOTIVE OPERATIONS IN CLEVELAND PLUS

- + A. Schulman, Inc.
- + Alaris Corporation
- + Applied Industrial Technologies, Inc.
- + ArcelorMittal
- + Arconic
- + Eaton Corporation
- + The Goodyear Tire & Rubber Company
- + Hyster-Yale Materials Handling, Inc.
- + Lincoln Electric Holdings, Inc.
- + Parker Hannifin Corporation
- + PolyOne Corporation
- + RPM International Inc.
- + The Sherwin-Williams Company
- + The Timken Company

Automotive companies
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