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A Message from the Chairman

As recommended in the WindsorEssex Development Commission's new Strategic Plan, we recently began to expand our outreach program. One of the first steps in the new program was the sharing of the Strategic Plan itself. The plan was presented to business leaders in the community, foreign investors, our stakeholders, as well as City and County Councils, with the intent to foster a widespread understanding of our priorities and goals. Inviting, from time to time, local organizations as guests at our Board Meetings is another dimension of the WEDC outreach program. Special guests



Remo Mancini

for our September Board Meeting were members of the Board of Directors of the Windsor Port Authority. At the meeting we both shared future plans and priorities.

With the purpose of establishing new contacts and developing relationships with key individuals already in our Region, the WEDC Board held a German Investors Reception in August. The event provided the opportunity to thank our German-based companies for investing in Windsor-Essex, to promote the planning of future global product expansion, and to encourage these companies to recommend Windsor-Essex to their suppliers. Further outreach efforts will include WEDC's participation in a trade mission to the International Suppliers Fair in Wolfsburg, Germany at the end of October.

Ford Plant to Become R&D Centre

Ford Motor Company recently provided a much-needed piece of good news for the Windsor-Essex economy, with the announcement that plans to reopen the Essex Engine Plant next year have been expanded. The federal government has pledged to provide up to \$80 million, through its Automotive Innovation Fund, to support an investment by Ford of \$600 million and return engine production to the idled plant.

This investment will turn the facility into a state-of-the-art flexible assembly plant which will build a new high-tech fuel-efficient engine. It will also house a new North America Centre for Diesel and Advanced Powertrain Research and Innovation. Initial employment will be 548 people with the potential to increase to 757 over four years. The Ontario government announced it would contribute \$17 million to the first stage of the re-opening.

Radix Product Approved by Ford

■ Radix Controls of Tecumseh continues to receive praise for its innovative Tool Tracker technology. Ford Motor Company has tested the Tool Tracker and approved it for industrial implementation. A report from Ford called the award-winning Tool Tracker "exceptional in all ways."

Tool Tracker uses a sophisticated, high-speed visual tracking technology to precisely monitor and report the position of a hand tool in three-dimensional space within a work cell. Regardless of the size or configuration of the tool that is being monitored, the tracking target can be easily mounted and provides the tracking point for Tool Tracker. No part training, CMM data or extensive set-up is required.

Founded in 1994, Radix Controls specializes in high-tech automation solutions for manufacturing. The company currently has 27 employees, with a head office in Tecumseh and a branch office in Kitchener. For more information, visit www.radixcontrols.com.

WEDC Holds Investors Reception

■ The WEDC Board of Directors recently held a German Investors Reception to show appreciation to German-based companies who have invested in Windsor-Essex. Representatives from eight German companies were in attendance, several of whom had flown here from head offices in Germany. The event was held at Kingsville Golf and Country Club and featured wines from Pelee Island Winery. Also in attendance were personnel from the Department of Foreign Affairs and International Trade, the University of Windsor, the County of Essex, the City of Windsor. Companies represented were: BASF, W.E.T. Automotive, HBPO, Dieffenbacher, MPO Design & Development, Joest Abrasives, IGB Automotive, and Kautex.

Green Sun Rising Provides Solar Heating Solutions

■ Green Sun Rising, started by Klaus Dohring in early 2008, aims to become one of the major suppliers of solar thermal collectors and renewable based heating systems in North America for commercial, municipal and residential applications. Given that building heating and water heating account for approximately 25% of North America's total energy costs, and that solar heating can be used to provide between 40 and 50% of the annual heating needs, solar heating has the potential to significantly reduce energy bills.

The solar heating equipment currently provided by Green Sun Rising is produced in Germany but the long-term plan is to have production in Ontario. There are many similarities between the core competencies required in solar hardware manufacturing and in the automotive sector, making this industry a good fit for Windsor-Essex.

The solar panels used by Green Sun Rising weigh only 34 kg, as compared to most other panels which typically weigh 50 kg. The panels operate at up to 80% peak efficiency, depending upon the amount of sunlight on a given day, and each panel produces over 1.5 kW of energy at peak power. Commercial buildings would require additional panels.

As Dohring states both on his brochure and in person, "The sun does not send a bill." More information on the company and on the solar heating industry in general can be found at www.GreenSunRising.com.



Tregaskiss Helps to Minimize Downtime

■ Tregaskiss Ltd. of Tecumseh now offers a QUICK LOAD™ Gooseneck System for its curved handle TOUGH GUN™ MIG Guns. This new system allows welding operators to change gooseneck combinations quickly and easily, minimizing unnecessary downtime and providing the exact angle for specific welding applications. The system accommodates a variety of gooseneck lengths and styles, all available from Tregaskiss.

Tregaskiss is an industry leader in the development and manufacture of MIG welding guns, peripherals and consumables. Vision, commitment, and a team approach are the driving forces behind the substantial growth that Tregaskiss has experienced over the years. Today, that commitment continues in the quality, durability, and workmanship of our MIG welding products. The company's brand names include TOUGH GUN® MIG Guns and Peripherals, TGX® MIG Guns, TOUGH LOCK® Contact Tip System, and TOUGH GARD® Anti-Spatter. For more information, visit the company's website at www.toughgun.com.

WEDC Heading to Germany

■ The WindsorEssex Development Commission will be participating in an upcoming trade mission to attend the International Suppliers Fair in Wolfsburg, Germany from October 29th through the 31st. Fourteen of the top 25 automotive suppliers will participate in the show and the schedule of events includes one-on-one match-making meetings. The trade mission is being organized by the Center for Automotive Research in Ann Arbor, Michigan. Tracy Pringle and Remo Mancini from WEDC will be among ten representatives from economic development organizations who are participating in the mission.

Employer Incentives Through WEDC-Ontario Works Partnership

The WindsorEssex Development Commission has partnered with Ontario Works to provide Windsor-Essex employers with financial support to train new employees hired through the Ontario Works program. Other incentives available through this program are: identification and screening of potential candidates, initial interviewing and coordination of job fairs, skills assessment, employment-related expenses for the potential candidate, safety equipment and uniforms, and a pool of candidates possessing a diverse range of skills and education. Agreements will be tailored to the specific needs of the employer. Employers located anywhere in Windsor-Essex are eligible for this program. For more information, please contact Roxana Gosman at 519-255-9200 ext. 2228 or Wendy Stark at 519-255-9200 ext. 2225.

Upcoming Energy Efficiency Financing Workshop

The WindsorEssex Development Commission will be co-sponsoring an event titled Energy Efficiency Financing Workshop for Ontario Manufacturers on October 28th at the Caboto Club, 2175 Parent Avenue in Windsor, from 8:00 a.m. to 4:00 p.m.



The registration cost is \$100. For more information, please contact Nancy Creighton at the Ministry of Small Business and Consumer Services at 519-252-1704. For a registration form, please e-mail Sandy Smith at the Development Commission, sandras@choosewindsor.essex.com.

Province Re-Launches AMIS

The Ontario Government has re-launched the Advanced Manufacturing Investment Strategy (AMIS) with significant enhancements. The \$500 million AMIS program provides repayable loans, interest-free for up to five years, to encourage companies to invest in leading-edge technologies and processes. With the re-launch, the loan component has increased to 30% of the project costs (previously 10%), thresholds have been reduced to 50 jobs created or retained or \$10 million invested (previously 100 jobs, \$25 million), and there is now a continuous intake of applications. Applicants no longer have to wait for a call for proposals. These changes will allow more companies to benefit from the program and allow greater access to capital at a lower cost. In most cases, companies will receive a decision within 45 days of submitting a complete application. For more information, please contact Nancy Creighton at the Ministry of Small Business and Consumer Services, 519-252-1704.

BDC Helps Businesses Grow

Business Development Bank of Canada (BDC) has been servicing Canadian business needs for over 60 years and offers a variety of financial products designed to help Canadian businesses grow such as term loans, subordinate financing and venture capital. BDC is also a major player in helping businesses improve their management techniques by providing tailored consulting services through a national network of consultants. Financing and consulting solutions are readily accessible from 90 locations nationwide or by calling 1 877 BDC-BANX (232-2269). BDC is a financial institution wholly-owned by the Government of Canada. The Windsor branch is located at 500 Ouellette Avenue, Suite 604 and can be reached by calling 519-257-6800. For more information, please visit www.bdc.ca.

Province Provides Funding for Internship Program

The Ontario government has announced \$16.89 million in new funding to place student interns into businesses across the province. The program, called ACCELERATE Ontario – Ontario's Graduate Research Internship Program, will enable businesses to benefit from new and innovative skill sets, and provide students with the opportunity to gain valuable experience in applying their research skills to real-life challenges. A number of companies, including Dainty Foods of Windsor, have already committed to host interns from Ontario universities. The cost of an internship is \$15,000, which is shared by the partner company and ACCELERATE. For more information, please visit www.acceleratecanada.ca.

Still Time to Participate in Reverse Trade Show

There is still time for local machinery, tool, die and mould companies to participate in a reverse trade show scheduled for November 18th and 19th at Caesars Windsor. The event will showcase the talent, resources, skills and innovation of our local companies to potential customers. For more information, please contact Tracy Pringle at 519-255-9200 ext. 2229.

Upcoming Manufacturing Technology Conference

The Manufacturing Technology Network (MTN) will be holding its Annual Technology Conference on November 4th from 8:00 a.m. until 6:00 p.m. at the University of Toronto. The one-day conference is entitled "Manufacturing Optimization: The Next Generation" and will promote adoption of technology in manufacturing, and collaboration to improve productivity and profitability. Approximately 300 attendees from industry are expected. For more information and to register online, click on the Conference tab at www.manutechnet.com.

(Continued on page 4)

Economic Development & Technology News Continued

Discount to Manufacturers for Lean Public Training Sessions

The Ontario Ministry of Economic Development and Trade is partially funding a number of Lean Public Training Sessions to be delivered by the Excellence in Manufacturing Consortium (EMC). Ontario manufacturers will be invoiced only 50% of the regular EMC Member seat rate, and membership in EMC is not required in order to receive this special pricing. A number of these sessions will be held in Windsor. For more information, please contact Todd Oliver at EMC, 519-376-0470 ext. 226 or by e-mail at toliver@emccanada.org.

WEDC Unveils Strategic Plan

After several months of work by Development Commission Board members, staff, community leaders, consultants and experts the WEDC's Strategic Plan is now complete. The plan will serve to guide the activities of the WEDC over the next 18 months and will provide the basis for strategy development and strategic action for years to come. The plan outlines the challenges of our current business environment and emphasizes the idea that in order to respond to these challenges, we must be willing to use new approaches to foster economic development. While recognizing the importance of traditional programs such as corporate after-care, the plan recommends a priority focus on high value-added, high-potential sectors. A number of strategic objectives are also outlined, as well as strategic projects in line with these objectives. The plan has been presented by Michael Burton, WEDC Vice President, to community leaders, investors and to City and County Councils, to enable all groups to understand the goals, priorities and strategies of the WEDC, and to encourage a spirit of cooperation and collaboration.

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WEDC's Website is a Winner

The WindsorEssex Development Commission's new website was awarded 1st Place in the website category at the Economic Developers Association of Canada's (EDAC) 2008 Marketing Canada Awards competition. The award was presented at EDAC's 40th National Conference held in Fredericton, New Brunswick in September 2008. Tracy Pringle and Wendy Stark were on hand to accept the award from EDAC Executive Director Penny Gardiner, but recognition should particularly go to Lina Williams of WEDC for leading the development of the new website. Two Windsor-Essex companies also deserve credit for the winning submission: Exomark and Hargreaves Mandal Stewart.

EDAC is Canada's national organization of economic development professionals, representing every province across Canada with over 800 members. EDAC recognizes that marketing a community is an integral part of the economic development profession, therefore provides the Marketing Canada Awards competition as an opportunity to exchange and review promotional literature and other marketing materials produced by municipalities and regions across the country.



Generously supported by:



Unique Opportunity for Lean Training

As part of our business retention and expansion program, the WindsorEssex Development Commission (WEDC), in partnership with the Ontario Ministry of Economic Development and Trade (MEDT), is offering companies in Windsor-Essex the opportunity to receive training on the principles of lean manufacturing at a significantly reduced cost. Through the Communities in Transition grant given to us by MEDT, the cost to each manufacturer will be \$5,000 with the additional \$5,000 funded through the grant.

Lean Design Canada, Inc. (LDC) will provide 20 companies with one-on-one, hands-on, onsite training. Responses will be time and date stamped and selected on a first-come, first-served basis. For the first 20 companies to respond, we will schedule an initial visit with Alistair Munro (LDC) and Tracy Pringle (WEDC) to outline procedures, set-up of dates for the work and ultimately the completion of the work.

LDC will utilize a two-step process to train local companies in the principles of Lean Manufacturing and Value Stream Mapping for the purpose of selecting and supporting Kaizen events. The first step will involve training the company management and the second step will be the implementation of changes and the resolution of any problems that may occur.

For more information about this opportunity, please contact Tracy Pringle, Manager of Business Retention and Expansion, at 519-255-9200 ext. 2229.

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