

SUPPLEMENT TO

© 2015 Crain Communications Inc. All rights reserved.

Automotive News

JUNE 15, 2015

North America,
Europe and
the world

SPONSORED
BY:



pwc

TOP SUPPLIERS

The stretch becomes the realistic

Stretch goals may not seem so far away if you saw things a little differently, or worked with a team that was able to bring a different perspective. Our job is to do just that.

Through our global network of firms with more than 195,000 people in 157 countries, we provide quality assurance, tax and advisory services to many of the world's most successful companies. Tell us what goals you would like to achieve or find out more by visiting us at www.pwc.com



With so-so markets in Europe and Japan, the world's top automotive suppliers are betting on two enablers for growth: cutting-edge technology and a robust North American market. Technologies that are the building blocks for active safety and autonomous driving — such as look-ahead radar, lidar and obstacle-detection software — are particularly hot. This supplement to *Automotive News* offers a snapshot of the world's top 100 suppliers with separate lists of the top suppliers in Europe and North America.

> **INSIDE:** Top 100 Global Suppliers | **PAGES 4-8** | Top 100 Europe Suppliers | **PAGE 9** | Top 100 North American Suppliers | **PAGES 11-15** |

Booming market for driver assistance attracts major suppliers

David Sedgwick
dsedgwick@crain.com

The auto industry's adoption of driver-assistance systems is looking like a gold rush.

This year, global sales of the radar, cameras, controllers and software used for the technology will total \$10.6 billion, forecasts IHS Automotive analyst Jeremy Carlson.

By 2020, Carlson expects that figure to double.

That's because automakers are introducing collision-avoidance technology on mass-market models. For example, Toyota Motor Corp. will offer driver assistance on all models by late 2016.

The technology adds a range of features to autos. For instance, vehicles can park themselves, stay in a lane and make emergency stops.

Within a decade, technology planners expect the industry to combine these functions to create fully autonomous cars that can drive with little or no assistance from humans.

The auto industry's mega-suppliers have taken notice. Six of the world's 10 largest suppliers — Bosch, Magna, Continental, Denso, Hyundai Mobis and ZF — have muscled into the segment.

Deep expertise

Because automakers must integrate key safety functions such as steering, brakes, radar and cameras, Carlson said, they will



Bosch says its sales of driver-assistance components are rising by one-third annually.

tend to favor suppliers with “deep expertise in many areas of the vehicle,” i.e. mega-suppliers.

Given the market opportunities, it's no surprise that Robert Bosch GmbH — the No. 1 company on *Automotive News*' list of the top 100 global suppliers — has made driver assistance a top priority.

During a May 20 press briefing in Germany, Bosch said its overall sales of driver-assistance components are rising by one-third annually.

Bosch's sales of radar and video sensors are expected to double this year, after doubling in 2014. While sales of radar and

cameras won't rise that fast indefinitely, Bosch and other suppliers expect another boost from lidar, which uses pulsed laser light to measure how far objects are from a vehicle.

As automakers design vehicles that can change lanes automatically, they are likely to add lidar sensors for better obstacle detection.

So Bosch is road-testing autonomous vehicles fitted with six lidar sensors, six radar units and one camera.

“We want to have a 360-degree view around the vehicle, so now we are analyzing to see if this is the perfect solution,” said Belen Aranda Colas, director of Bosch's automated driving project.

To keep up, Bosch has assigned 2,000 engineers to develop this technology — 700 more than it had two years ago. Just a few mega-suppliers have the deep pockets to match that kind of investment. And some of them are stepping up.

In 2014, ZF Friedrichshafen AG (No. 9 among global suppliers) announced the \$12.4 billion acquisition of TRW Automotive Holdings Corp. (No. 12 on the list). The deal gave ZF access to sensors, brake controls, electric steering and driver-assistance software — the technological building blocks for autonomous cars.

Meanwhile, airbag maker Autoliv Inc. has made several smaller acquisitions to gain the necessary technology. In 2008, the Swedish supplier bought Tyco Electronics, which made radar sensors.

Autoliv subsequently purchased Visteon's radar business, acquired a supplier of adaptive cruise control and licensed camera software from Hella.

Software specialists

While companies such as Bosch, Denso, Autoliv and Continental dominate the segment, there's still room for small suppliers that specialize in a particular technology — especially software developers. Exhibit A is Mobileye Inc., an Israeli firm that has developed obstacle-detection software for automakers.

Last year, Mobileye reported total revenue of \$143.6 million, a pittance compared with Bosch's global sales of \$44.2 billion. Yet Mobileye has lined up contracts with 13 automakers to develop obstacle-detection systems — up from eight last summer.

The software makes sense of camera imagery, telling a car's computer, for example, to brake for a pedestrian but ignore a flying bird or tumbling piece of paper.

Mobileye has created a niche because it specializes in software, the “secret sauce” of collision avoidance. You don't need factories, steel or fleets of trucks to design software. You just need engineers — really talented engineers.

“There is ample opportunity for suppliers of all kinds in such a growing market,” Carlson said. “There is opportunity for specialists to establish a market for themselves as well — and several have done just that.” **AN**

Top 100 global OEM parts suppliers – Ranked by sales of original equipment parts in 2014

2014 rank	Company	Address	Executive	Total global automotive parts sales (dollars in millions) 2014	Total global automotive parts sales (dollars in millions) 2013	Percent North America 2014	Percent Europe 2014	Percent Asia 2014	Percent rest of world 2014	Products	2013 rank
1	Robert Bosch GmbH (49) 711-811-0; bosch.com	Postfach 106050 Stuttgart D-70049, Germany	Volkmart Denner chairman	\$44,240 e	\$40,183 e	19	50	28	3	Gasoline systems, diesel systems, chassis system controls, electrical drives, starter motors & generators, car multimedia, electronics, steering systems, battery technology, exhaust gas turbochargers & treatment systems, service solutions	1
2	Magna International Inc.* (905) 726-2462; magna.com	337 Magna Drive Aurora, Ontario L4G7K1, Canada	Donald Walker CEO	36,325	34,375	54	39	5	2	Body, chassis, interior, exterior, seating, powertrain, electronic, vision, closure & roof systems & modules; vehicle engineering & contract manufacturing	3
3	Continental AG (49) 511-938-01; conti-online.com	Vahrenwalder Strasse 9 Hanover 30165, Germany	Elmar Degenhart CEO	34,418 e	33,500	23	49	25	3	Electronic brakes, stability management systems, tires, foundation brakes, chassis systems, safety system electronics, telematics, powertrain electronics, interior modules, instrumentation, technical elastomers	4
4	Denso Corp. (81) 566-25-5511; globaldenso.com	1-1 Showo-cho Kariya, Aichi 448-8661, Japan	Nobuaki Katoh chairman	32,365 fe	35,849 fe	22	12	64	2	Thermal, powertrain control, electronic & electric systems; small motors, telecommunications	2
5	Aisin Seiki Co. (81) 566-24-8441; aisin.co.jp	2-1 Asahi-Machi Kariya, Aichi 448-8650, Japan	Fumio Fujimori president	28,072 fe	27,125 fe	18	8	73	1	Body, brake & chassis systems, electronics, drivetrain, & engine components	5
6	Hyundai Mobis (82) 2-2018-5114; mobis.co.kr	679-4 SI Tower, Yeoksam1-dong, Gangnam-gu, Seoul 135-977, Korea	Myung-Chul Chung president & CEO	27,405 f	24,677 f	20	11	68	1	Chassis, cockpit & front-end modules; ABS, ESC, MDPS, airbags, LED lamps, ASV parts, sensors, electronic control systems, hybrid car powertrains, parts & power control units	6
7	Faurecia (33) 1-72-36-70-00; faurecia.com	2 Rue Hennape Nanterre 92735, France	Yann Delabriere chairman & CEO	25,043	23,950	25	56	14	5	Seating, emissions, control technologies, interior systems & exteriors	7
8	Johnson Controls Inc. (414) 524-1200; johnsoncontrols.com	5757 N. Green Bay Ave. Milwaukee, WI 53201, USA	Alex Molinaroli chairman & CEO	23,589 f	23,440 f	48	39	11	2	Complete automotive seats & seat components, lead acid & hybrid vehicle batteries	8
9	ZF Friedrichshafen AG (49) 7541-77-0; zf.com	Graf-von-Soden-Platz 1, Friedrichshafen, Baden-Wuerttemberg 88046, Germany	Stefan Sommer CEO	22,192 f	20,434 f	20	56	20	4	Transmissions, chassis components & systems, steering systems, clutches, dampers	9
10	Lear Corp. (248) 447-1500; lear.com	21557 Telegraph Road Southfield, MI 48033, USA	Matthew Simoncini president & CEO	17,727	16,234	38	40	17	5	Seating & electrical distribution systems	10
11	Valeo SA (33) 1-40-55-20-20; valeo.com	43 Rue Bayen Paris 75017, France	Jacques Aschenbroich CEO	16,878 e	13,666 e	20	49	28	3	Micro hybrid systems, electrical & electronic systems, thermal systems, transmissions, wiper systems, camera/sensor technology, security systems, interior controls	14
12	TRW Automotive Holdings Corp. (734) 855-2600; trwauto.com	12001 Tech Center Drive Livonia, MI 48150, USA	John Plant chairman, president & CEO	16,240 e	16,147	41	43	12	4	Steering, suspension, braking & engine components; fasteners, occupant-restraint systems, electronic safety & security systems	11
13	Delphi Automotive (248) 813-2000; delphi.com	5725 Delphi Drive Troy, MI 48098, USA	Kevin Clark president & CEO	16,002 e	15,475	35	38	23	4	Mobile electronics; powertrain, safety, thermal, controls & security systems; electrical/electronic architecture, in-car entertainment technologies	13
14	Yazaki Corp. (81) 0559-65-3002; yazaki-group.com	1500 Mishuku, Susono City, Shizuoka Prefecture 410-1194, Japan	Yasuhiko Yazaki chairman	15,200 e	15,600 e	25	-	-	-	Wiring harnesses, connectors, junction boxes, power distribution boxes, instrumentation, high voltage systems	12
15	ThyssenKrupp AG (49) 201-8440; thyssenkrupp.com	ThyssenKrupp Allee 1 Essen 45143, Germany	Heinrich Hiesinger CEO	12,801 f	12,349 f	23	-	-	-	Steering, dampers, springs & stabilizers, camshafts, forged machined components, bearings, undercarriage systems & components, axle assembly, assembled camshafts, forged crankshafts & drivetrain components; high-strength, lightweight steel, electrical steel, tailored tempering, cell & battery production lines, valve control systems	-
16	BASF SE (49) 621-60-0; basf.com	Carl-Bosch-Strasse 38 Ludwigshafen 67056 Germany	Kurt Bock chairman	12,682 f	12,351 f	21	57	16	6	Coatings, catalysts, engineering plastics, polyurethanes, coolants, brake fluids, lubricants, battery materials	16
17	Sumitomo Electric Industries (81) 6-6220-4141; sei.co.jp	5-33 Kitahama, 4-chome, Chuo-ku Osaka City 541-0041, Japan	Masayoshi Matsumoto president & CEO	12,325 fe	13,127 f	26	-	-	-	Electrical distribution systems, electronics, connection systems	15
18	Mahle GmbH (49) 711-501-0; mahle.com	Pragstrasse 26-46 Stuttgart 70376, Germany	Wolf-Henning Scheider chairman	12,110 f	8,506 f	22	54	17	7	Piston systems, cylinder components, valvetrain systems, air & liquid management systems, powertrain engineering, vehicle climatization, climate compressors, engine & powertrain cooling, drives, starters & alternators, electrical driven auxiliaries	22
19	JTEKT Corp. (81) 52-527-1900; jtekt.co.jp	15th Floor, Midland Square, 4-7-1 Meieki Nakamura-ku, Nagoya 450-8515, Japan	Tetsuo Agata president	11,200 fe	11,351 f	23	18	58	1	Bearings, steering systems, driveline systems & machine tools	17
20	CalsonicKansei Corp. (81) 3-5385-0111; calsonickansei.co.jp	2-1917 Nisshin-cho, Kita-ku Saitama City, Saitama 331-8501, Japan	Hiroshi Moriya president, CEO & COO	9,789 fe	8,580 fe	32	11	21	36	Climate control, engine cooling & exhaust systems; instrument clusters, console boxes, instrument panels, cockpit & front-end modules	21
21	Panasonic Automotive Systems Co. (81) 6-6908-1121; panasonic.net	1006, Oaza Kadoma Kadoma City, Osaka 571-8501, Japan	Kazuhiro Tsuga president	9,643 fe	8,307 f	25	12	41	22	Cameras, video & premium audio systems; navigation systems, compressors, batteries, motors, monitors; sensors; switches, HUDs	23

e = estimate f = fiscal year fe = fiscal year estimate

*Magna International Inc. percent rest of world for 2014 may include countries in North America, Europe & Asia.

To be considered for the list, please contact the Automotive News Data Center at (313) 446-6000 or e-mail: cpippen@crain.com

Top 100 global OEM parts suppliers – Ranked by sales of original equipment parts in 2014

2014 rank	Company	Address	Executive	Total global automotive parts sales (dollars in millions) 2014	Total global automotive parts sales (dollars in millions) 2013	Percent North America 2014	Percent Europe 2014	Percent Asia 2014	Percent rest of world 2014	Products	2013 rank
22	Autoliv Inc. (46) 8-587-20-600; autoliv.com	Vasagatan 11 Box 70381 Stockholm SE-107 24, Sweden	Jan Carlsson president & CEO	\$9,240	\$8,803	34	33	33	–	Airbags, seat belts, safety electronics, steering wheels	19
23	Schaeffler AG (49) 9132-82-0; schaeffler.com	Industriestrasse 1-3 Herzogenaurach, Bavaria 91074, Germany	Klaus Rosenfeld CEO	8,983	8,165	20	48	25	7	Anti-friction bearings, engine components, chassis & transmissions, wheel & axle bearings, clutch & transmission systems, dampers	24
24	Hitachi Automotive Systems (81) 3-4232-5300; hitachi-automotive.co.jp/en/	Shin-Otemachi Bldg., 2-1, Otemachi 2-chome, Chiyoda-ku, Tokyo 100-0004, Japan	Kunihiko Ohnuma chairman & CEO	8,850 fe	8,500 fe	25	–	–	–	Engine management, electric powertrain, drive control	20
25	Toyota Boshoku Corp. (81) 566-23-6611; toyota-boshoku.co.jp/en/	1-1 Toyoda-cho Kariya-shi, Aichi 448-8651, Japan	Shuhei Toyoda president	8,730 fe	9,482 fe	20	7	71	3	Seats, door trim, carpet, headliners, oil & air filters, door panels, fabrics & substrates	18
26	Yanfeng Automotive Trim Systems Co. (86) 21-333-81000; yf.sh.cn	399 Liuzhou Road Shanghai 200235, China	Zhengang Ma general manager	8,592	8,109	3	1	96	–	Interiors, exteriors, electronics, seating, safety	–
27	Tenneco Inc. (847) 482-5000; tenneco.com	500 N. Field Drive Lake Forest, IL 60045, USA	Gregg Sherrill chairman & CEO	8,420 e	7,964 e	49	30	15	6	Emission-control systems, manifolds, catalytic converters, diesel aftertreatment systems, catalytic reduction mufflers, shock absorbers, struts, electronic suspension products & systems	–
28	Gestamp Automocion SA (34) 91-379-19-99; gestamp.com	Alfonso XII, 16 Madrid 28014, Spain	Francisco Riberas president & CEO	8,308	7,670	16	63	11	10	Body-in-white stamping & assemblies, chassis, hinges, power systems, driver controls	27
29	BorgWarner Inc. (248) 754-9200; borgwarner.com	3850 Hamlin Road Auburn Hills, MI 48326, USA	James Verrier president & CEO	8,305	7,437	29	45	26	–	Turbochargers, engine valve-timing systems, ignition systems, emissions systems, thermal systems, transmission-clutch systems, transmission-control systems & torque management systems	32
30	Magneti Marelli S.p.A.* (39) 02-972-27-111; magnetimarelli.com	Viale Aldo Borletti 61/63 Corbetta, Milan 20011, Italy	Eugenio Razelli president & CEO	8,052 f	7,665 f	14	67	9	10	Lighting, powertrain transmissions, electronics, suspensions systems, active & passive shock absorbers, exhaust systems, plastic parts	28
31	Visteon Corp. (734) 710-5000; visteon.com	One Village Center Drive Van Buren Township, MI 48111, USA	Timothy Leuliette president & CEO	7,509	7,439	29	36	32	3	Cockpit electronics, thermal energy management	31
32	Hyundai-WIA Corp. (82) 55-280-9114; hyundai-wia.com	391-8 Gaeumjeong-dong, Changwon, Gyeongnam 641110, South Korea	Jun-Mo Yoon president & CEO	7,368	6,741	1	7	84	9	Halfshafts, sideshafts, engines, manual transmissions/transaxles, transfer cases, power transfer units, chassis modules, axles	35
33	Cummins Inc. (812) 377-5000; cummins.com	500 Jackson St. Columbus, IN 47201, USA	Tom Linebarger chairman & CEO	7,150	7,900	56	15	20	9	Diesel & natural gas engines	25
34	GKN (44) 1527-533-600; gkn.com	P.O. Box 2148 Redditch, Worcestershire B98 0WR, United Kingdom	Andy Reynolds Smith CEO, Automotive	7,018	7,503	34	40	22	4	Driveline halfshafts, driveshafts & AWD; powder metal engine & components; automotive structures & chassis systems, transmission	30
35	HELLA KGaA Hueck & Co. (49) 2941-38-0; hella.com	Rixbecker Strasse 75 Lippstadt 59552, Germany	Rolf Breidenbach CEO	6,900 fe	6,700 fe	21	53	26	–	Electronic & lighting components & systems	36
36	Brose Fahrzeugteile GmbH (49) 9561-21-0; brose.com	Ketschendorfer Strasse 38-50 Coburg 96450, Germany	Juergen Otto CEO	6,872	6,212	24	54	20	2	Window regulators, door modules, seat adjusters, closure systems, power closure systems, seat adjusters, power head restraints, electric drives & motors, electronics	38
37	Toyota Gosei Co. (81) 052-400-1055; toyoda-gosei.co.jp	1 Haruhinagahata Kiyosu Aichi 452-8564, Japan	Hajime Wakayama chairman	6,700 fe	6,200 f	29	6	65	–	Safety, sealing & interior systems; optoelectronics, exterior trim, rubber & plastic functionals, fuel systems	29
38	JATCO (81) 545-51-0754; jatco.co.jp	700-1, Imaizumi Fuji City, Shizuoka 417-8585, Japan	Seiji Honda COO	6,633 fe	7,005 fe	27	–	73	–	Automatic transmissions, continuously variable transmissions	33
39	Dana Holding Corp. (419) 887-3000; dana.com	3939 Technology Drive Maumee, OH 43537, USA	Roger Wood president & CEO	6,617	6,769	47	30	11	12	Axles, driveshafts, sealing & thermal management products	34
40	Plastic Omnium Co. (33) 40-87-64-00; plasticomnium.com	1 Rue du Parc Levallois Cedex 92533, France	Laurent Burelle chairman & CEO	6,490	6,425	29	49	18	4	Fascias, front-end modules, rear-end modules, fenders, body panels, fuel systems	37
41	Samvardhana Motherson Group (91) 120-6679551; motherson.com	Plot No. 1, Sector 127, Noida-Greater Noida Expy., Noida, U.P. 201301, India	Vivek Chaand Sehgal chairman	6,100 f	5,300 f	6	47	42	5	Wiring harnesses, rearview mirrors, molded plastic parts & assemblies, plastic modules for cockpits, door trims & bumpers, molded & extruded rubber components, lighting systems, air intake manifolds, pedal assemblies	40
42	Mitsubishi Electric Corp. (81) 03-3218-2111; mitsubishielectric.com	2-7-3 Marunouchi, Chiyoda-ku Tokyo 100-8310, Japan	Masski Sakuyama representative executive officer, president & CEO	6,000 fe	5,344 fe	30	30	40	–	Engine management, ignition, audio & navigation systems; alternators & starter motors	41
43	IAC Group (35) 2-267504-0; iacgroup.com	4 rue Lou Hemmer Findel L-1748, Luxembourg	James Kamsickas president & CEO	5,900	5,200	54	39	7	–	Instrument panels, consoles, cockpits, doors & trim, flooring, acoustics, headliners & overhead systems, other interior & exterior components	42
44	Koito Manufacturing (81) 3-3443-7111; koito.co.jp	4-8-3 Takanawa, Minato-ku Tokyo 108-8711, Japan	Takashi Ohtake chairman & CEO	5,805 f	5,028 f	16	3	10	72	Exterior lighting	44
45	Mando Corp. (82) 31-680-6114; mando.com	32, Hamanho-gil, Poseung-eup, Pyeongtaek-si, Gyeonggi-do 451-821, South Korea	M.W. Chung chairman	5,373 f	5,145 f	20	1	78	1	Brakes, steering, suspension & integrated driver assistance systems & components	43

e = estimate f = fiscal year fe = fiscal year estimate *Pietro Gorlier will become CEO of Magneti Marelli S.p.A. effective June 30, 2015.

To be considered for the list, please contact the Automotive News Data Center at (313) 446-6000 or e-mail: cpippen@crain.com

Top 100 global OEM parts suppliers – Ranked by sales of original equipment parts in 2014

2014 rank	Company	Address	Executive	Total global OEM automotive parts sales (dollars in millions) 2014	Total global OEM automotive parts sales (dollars in millions) 2013	Percent North America 2014	Percent Europe 2014	Percent Asia 2014	Percent rest of world 2014	Products	2013 rank
46	Flex-N-Gate Corp. (217) 278-2600; flex-n-gate.com	1306 E. University Ave. Urbana, IL 61802, USA	Shahid Khan chairman & CEO	\$5,103	\$4,650	91	6	1	2	Interior & exterior plastics, metal bumpers & hitches, structural metal assemblies, forward & signal lighting, mechanical assemblies, prototyping & sequencing	46
47	Goodyear Tire & Rubber Co. (330) 796-2121; goodyear.com	200 Innovaton Way Akron, OH 44316, USA	Richard Kramer chairman, president & CEO	5,000 e	4,000 e	36	34	20	10	Tires	52
48	Tokai Rika Co. (81) 587-95-5211; tokai-rika.co.jp	3-260 Toyota, Oguchi-Cho Niwa-gun, Aichi 480-0195, Japan	Yuzo Ushiyama president	4,971 f	4,390 f	24	6	22	48	Switches, steering wheels, airbags, shifters, key cylinders & lock sets, interior & lever combination switches; floor transmission shift levers	49
49	Takata Corp. (81) 0-3-3582-3222; takata.com	ARK Hills S. Tower 11F, 4-5 Roppongi, 1-chome, Minato-ku, Tokyo 106-8488, Japan	Shigehisa Takada chairman, president & CEO	4,900 f	5,028 f	34	28	38	–	Airbags, seat belts, electronics, steering wheels, interior trim & textiles	44
50	Draexlmaier Group (49) 8741-47-0; draexlmaier.com	Landshuter Strasse 100 Vilsbiburg, Bavaria 84137, Germany	Fritz Draexlmaier chairman & CEO	4,650 e	3,910 e	16	–	–	–	Electrical systems, electrical & electronic components, interiors, system assembly	53
51	Nemak (52) 81-8748-5200; nemak.com	Libramiento Arco Vial Km. 6.8 Garcia NL 66000, Mexico	Armando Tamez CEO	4,622	4,391	61	31	3	5	Aluminum cylinder heads, engine blocks, transmissions, structural components & other components	48
52	Eberspaecher Gruppe GmbH (49) 711-939-00; eberspaecher.com	Eberspaecherstrasse 24, Esslingen, Baden-Wuerttemberg 73730, Germany	Heinrich Baumann, COO & Martin Peters, CFO & managing partners	4,600 e	3,710 e	26	68	3	3	Silencers, catalytic converters, particulate filters, manifolds, vehicle heaters, electrical vehicle heaters, electronics	55
53	TS Tech Co. (81) 48-462-1121; tstech.co.jp	3-7-27 Sakae-cho, Asaka-shi, Saitama-ken 351-0012, Japan	Michio Inoue president	4,571 fe	4,492 fe	47	–	–	53	Seats, interior trim, roof & door liners	47
54	Hyundai Powertech Co. (82) 41-661-9114; powertech.co.kr	958 Chungui-Ro, Jigok-myun, Seosan-shi, Chungnam 356-863, South Korea	Haijin Kim CEO	4,419 e	3,885 e	22	5	72	1	Automatic transmissions	54
55	NSK (81) 3-3779-7111; nsk.com	Nissei Bldg, 1-6-3- Ohsaki, Shinagawa-ku, Tokyo 141-8560, Japan	Norio Otsuka president & CEO	4,394 fe	5,905 fe	15	13	70	2	Bearings, hub bearings, steering columns, electric power steering, automatic transmission products	39
56	NTN Corp. (81) 6-6443-5001; ntn.co.jp/japan	3-17, 1-chome, Kyomachibori, Nishi-ku Osaka 550-0003, Japan	Hiroshi Ohkubo chairman & CEO	4,263 fe	4,325 fe	29	24	46	1	Constant velocity joints, axle bearings, needle roller bearings, tapered roller bearings, intelligent in-wheel parts for EVs	51
57	Federal-Mogul Corp. (248) 354-7700; federalmogul.com	27300 W. 11 Mile Road Southfield, MI 48034, USA	Rainer Jueckstock & Daniel Ninivaggi, co-CEOs	3,800 e	4,200 e	34	48	–	18	Pistons, rings, cylinder liners, piston pins, ignition & spark plugs, bearings, valve seats & guides, gaskets, seals, heat shields, brake friction materials & products, systems protection products, lighting products, wipers, fuel pumps	50
58	American Axle & Mfg. Holdings Inc. (313) 758-2000; aam.com	One Dauch Drive Detroit, MI 48211, USA	David Dauch chairman, president & CEO	3,696	3,207	86	3	7	4	Driveline & drivetrain systems & related components	62
59	Leoni AG (49) 911-2023-0; leoni.com	Marienstrasse 7 Nuremberg 90402, Germany	Dieter Belle president & CEO	3,400 f	3,710 f	15	66	19	–	Wires & strands, optical fibers, cables, cable systems, wiring systems, fuse & relay boxes, special connectors	56
60	Keihin Corp. (81) 03-3345-3411; keihin-corp.co.jp	Shinjuku Nomura Bldg. 39F 1-26-2, Nishi-shinjuku, Shinjuku-ku, Tokyo 163-0539, Japan	Tsuneo Tanai president	3,394 f	3,136 f	36	2	62	–	Air & fuel management systems; electronic systems, HVAC systems, electronic management systems	66
61	TI Automotive (248) 494-5000; tiautomotive.com	1272 Doris Road Auburn Hills, MI 48326, USA	Bill Kozyra chairman, president & CEO	3,300 e	3,200 e	27	41	29	3	Automotive fluid systems technology	63
62	Cooper-Standard Automotive (248) 596-5900; cooperstandard.com	39550 Orchard Hill Place Drive Novi, MI 48375, USA	Jeffrey Edwards CEO	3,244 fe	3,091 fe	52	35	8	5	Sealing systems, fuel & brake delivery systems, fluid transfer systems; anti-vibration systems, subsystems & modules	67
63	Webasto SE (49) 89-857-940; webasto.com	Kraillinger Strasse 5 Stockdorf 82131, Germany	Holger Engelmann chairman	3,151 f	3,008 f	19	48	33	–	Sunroofs, panorama roof systems, convertible roof systems, vehicle pre-heating systems	58
64	DuPont (302) 774-1000; dupont.com	1007 Market St. Wilmington, DE 19898, USA	Ellen Kullman chairman & CEO	3,060 e	3,000 e	30	30	30	10	High-performance polymers, elastomers, renewable sourced polymers, fibers & fluoropolymers; battery separator & electronic material technologies, fabricated products, advanced composite materials, specialty chemicals, lubricants, refrigerants, films, bio-based fuels	68
65	Linamar Corp. (519) 836-7550; linamar.com	287 Speedvale Ave. W. Guelph, Ontario N1H 1C5, Canada	Linda Hasenfratz CEO	3,018	2,630	75	13	10	2	Engine camshafts, connecting rods, cylinder heads & blocks, balance shaft assemblies, fuel rails, transmission gears, differentials, clutch modules, shafts & shell assemblies, all-wheel-drive systems	70
66	Grupo Antolin (34) 947-47-7700; grupoantolin.com	Ctra. Madrid-Irun Km. 244'8 Burgos E09007, Spain	Ernesto Antolin chairman	2,957	3,625	30	59	7	4	Overhead systems, door module & panels, windows, window regulators, seat functions, interior & exterior lighting	57
67	Honeywell (973) 455-2000; honeywell.com	101 Columbia Road Morristown, NJ 07962, USA	Dave Cote chairman & CEO	2,950	3,217	14	64	21	1	Turbochargers & other high-speed, aerodynamic engine devices	61
68	Nexeer Automotive (989) 757-5000; nexeer.com	3900 E. Holland Road Saginaw, MI 48601, USA	Laurent Bresson president & COO	2,900 fe	2,387 f	69	12	17	2	Electric power steering, hydraulic power steering, steering columns, halfshafts	79

e = estimate f = fiscal year fe = fiscal year estimate

To be considered for the list, please contact the Automotive News Data Center at (313) 446-6000 or e-mail: cpippen@crain.com

Top 100 global OEM parts suppliers – Ranked by sales of original equipment parts in 2014

2014 rank	Company	Address	Executive	Total global OEM automotive parts sales (dollars in millions) 2014	Total global OEM automotive parts sales (dollars in millions) 2013	Percent North America 2014	Percent Europe 2014	Percent Asia 2014	Percent rest of world 2014	Products	2013 rank
69	Infineon Technologies AG (49) 89-234-0; infineon.com	Am Campeon 1-12 Neubiberg 85579, Germany	Reinhard Ploss CEO	\$2,890 e	\$2,411 e	17	45	33	5	Microcontrollers, intelligent sensors; power semiconductors & power modules for powertrain; safety & body, convenience applications	78
70	NHK Spring Co. (81) 45-786-7511; nhkspg.co.jp	3-10 Fukuura, Kanazawa-ku Yokohama 236-0004, Japan	Kazumi Tamamura president & CEO	2,887 fe	3,203 fe	15	1	84	–	Stabilizer bars, coil springs, seat & valve springs	–
71	Hyundai Dymos Inc. (82) 31-369-9914; hyundai-dymos.com/en/	703-2, Galhyun-ri, Seongyoun-myun Seosan-si, Chungcheongnam-do, Korea	Seung-dong Yeo CEO	2,833 f	2,434 f	2	14	79	5	Transmissions, axles, seating systems	76
72	Dow Automotive/Related Businesses (248) 391-6300; dowautomotive.com	1250 Harmon Road Auburn Hills, MI 48326, USA	Steve Henderson president	2,800	2,600	32	35	19	14	Glass bonding adhesives, structural adhesives, epoxy composites, polyurethane foams, acoustic foams, elastomers, fluids	71
73	Showa Corp. (81) 485-54-1151; showa1.com	1-14-1 Fujiwara-cho, Gyoda-city Saitama Prefecture 361-8506, Japan	Yoichi Hojo president	2,678 fe	3,171 fe	25	1	69	5	Shock absorbers, power steering gearbox & pump; propeller shaft, gas springs, CVT pumps	64
74	Mitsuba Corp. (81) 277-52-0111; mitsuba.co.jp	2681, 1-Chome, Hirosawa-Cho, Kiryu, Gunma Prefecture 376-8555, Japan	Yuichi Nagase president	2,674 fe	2,526 fe	24	5	68	3	Wiper systems, power window motors, starter motors, fan motors, seat motors, sunroof motors, power slide door assemblies, power tailgate systems	73
75	CIE Automotive SA (34) 94-605-62-00; cieautomotive.com	Alameda Mazarredo 69-8C Bilbao, Vizcaya 48009, Spain	Jesus Maria Herrera CEO	2,616	2,440	21	56	9	14	Engine & powertrain components, chassis & steering components, exterior & interior trim, roof systems components	75
76	Leopold Kostal GmbH (49) 2351-16-0; kostal.com	An der Bellmerlei 10 Luedenscheid, NRW 58513, Germany	Andreas Kostal chairman	2,607 fe	2,538 f	16	55	24	5	Steering column modules, roof modules, center console modules, driver assistance, body network control units, interior control units, power application control units, switch panels & face plates, switches, connector systems	72
77	Iochpe-Maxion SA (55) 11-5508-3800; iochpe.com	Rua Luigi Galvani 146-13 andar Sao Paulo, SP 04575-020, Brazil	Marcos Oliveira CEO	2,520 f	2,737 f	29	33	6	32	Wheels, structural components	69
78	Inteva Products (248) 655-8886; intevaproducts.com	1401 Crooks Road Troy, MI 48084, USA	Lon Offenbacher president & CEO	2,500 f	2,500 f	41	31	28	–	Closure systems, interior systems; motor, electronic & roof systems	74
79	Metaldyne Performance Group Inc.* (734) 207-6200; mpgdriven.com	47659 Halyard Drive Plymouth, MI 48170, USA	George Thanopoulos CEO	2,466	–	75	15	–	10	Components for transmission, engine, driveline & safety-critical applications	–
80	KSPG AG (49) 7132-33-0; kspg.com	Karl Schmidt Strasse Neckarsulm 74172, Germany	Horst Binnig CEO	2,450	3,268	15	70	10	5	Pistons, emission-control products, oil/water pumps, engine blocks, manifolds, bearings	59
81	CITIC Dicastal Co. (86) 335-5358549; dicastal.com	No.185 Longhai Road Qinhuangdao, Hebei 066011, China	Zuo Xu general manager	2,387 f	2,107 f	27	26	46	1	Aluminum alloy wheels, aluminum casting parts	83
82	TrelleborgVibracoustic (49) 6151-3964-214; tbvc.com	Europaplatz 4 Darmstadt, Hessen 64293, Germany	Hans-Juergen Goslar CEO	2,352	2,234	23	58	13	6	Engine mounts, chassis mounts, chassis bushings, exhaust mounts, MCU spring carrier, bumpers, torsional vibration dampers, air springs & tuned mass dampers	81
83	Sumitomo Riko Co.** (81) 568-77-2121; tokai.co.jp	3-1 Higashi, Komaki Komaki City, Aichi 485-8550, Japan	Yoshiaki Nishimura president	2,301 fe	2,431 fe	21	13	63	3	Anti-vibration molded rubber, fuel-delivery systems	77
84	Bridgewater Interiors (313) 842-3300; bridgewater-interiors.com	4617 W. Fort St. Detroit, MI 48209, USA	Ronald Hall Sr. CEO	2,282 f	2,180 f	100	–	–	–	Seating systems	82
85	Alpine Electronics Inc. (81) 246-36-4111; alpine.com	20-1 Yoshima-Kogyodanchi Iwaki, Fukushima 970-1192, Japan	Toru Usami CEO	2,180 fe	2,300 fe	37	39	15	9	Navigation, telematics, drive assist, sound & video systems	80
86	Tower International (248) 675-6000; towerinternational.com	17672 N. Laurel Park Drive, Ste. 400E Livonia, MI 48152, USA	Mark Malcolm president & CEO	2,068	2,102	52	37	4	7	Body structures & assemblies, lower vehicle frames & structures, chassis modules & systems, suspension components	84
87	Kautex Textron GmbH (49) 228-488-0; kautex.com	Kautexstr. 52 Bonn D-53229, Germany	Vicente Perez-Lucerga president & CEO	1,980 fe	1,814 f	42	43	13	2	Fuel tank systems, clear vision systems, selective catalytic reduction systems, camshafts, packaging	89
88	Nissin Kogyo Co. (81) 268-24-3111; nissinkogyo.co.jp	840 Kokubu, Ueda City, Nagano Prefecture 386-8505, Japan	Ohkawara Eiji president	1,874 f	1,437 f	26	1	67	6	ABS, VSA, foundation brake systems, rear toe control, aluminum knuckles, aluminum mounts, clutch cylinders	96
89	Autoneum (41) 52-244-82-82; autoneum.com	Schlossstalstrasse 43 8406 Winterthur, Switzerland	Martin Hirzel CEO	1,798	1,889	46	41	7	6	Engine covers, hoodliners, outer dashes, water box shields, inner dashes, nonwoven carpets, tufted carpets, floor insulators, floor mats, underbody shields, floor pans, heatshields, outer tunnel insulators, wheelhouse outer liners, dampers/stiffeners, sealants, acoustic parts	86
90	Dura Automotive Systems (248) 299-7500; duraauto.com	1780 Pond Run Auburn Hills, MI 48326, USA	Lynn Tilton CEO	1,754	1,649	43	48	6	3	Lightweight structural door & body systems; mechatronic control systems, including shift-by-wire systems; exterior systems, including glass systems & exterior trim	92

e = estimate f = fiscal year fe = fiscal year estimate

*Company formed by the merger of Grede Holdings, HHI & Metaldyne

To be considered for the list, please contact the Automotive News Data Center at (313) 446-6000 or e-mail: cpippen@crain.com

**Previously Tokai Rubber Industries

Top 100 global OEM parts suppliers – Ranked by sales of original equipment parts in 2014

2014 rank	Company	Address	Executive	Total global OEM automotive parts sales (dollars in millions) 2014	Total global OEM automotive parts sales (dollars in millions) 2013	Percent North America 2014	Percent Europe 2014	Percent Asia 2014	Percent rest of world 2014	Products	2013 rank
91	AB SKF Automotive Market* (46) 31-337-1000; skf.com	Hornsgatan 1 Gothenburg SE-41550, Sweden	Stephane Le-Mounier president, Automotive Market	\$1,753	\$1,820	23	51	21	5	Bearings, bearing units, automotive specialty products, seals, molded rubber products	88
92	Pioneer Corp. (81) 44-580-3211; pioneer.co.jp	1-1 Shin-ogura, Saiwai-ku, Kawasaki-shi, Kanagawa 212-0031, Japan	Susumu Kotani president & CEO	1,694 fe	1,829 fe	22	11	65	2	Audio & video entertainment, navigation systems	–
93	Akebono Brake Industry Co. (81) 3-3668-5171; akebono-brake.com	19-5 Nihonbashi Koamicho Chuo-ku Tokyo 103-8534, Japan	Hisataka Nobumoto chairman, president & CEO	1,678 f	1,622 f	49	3	48	–	Brake friction materials, foundation brake assemblies	85
94	F-Tech Inc. (81) 480-85-7236; ftech.co.jp	19 Showanuma Shobumachi, Minami Saitama-gun, Saitama Prefecture 346-0194, Japan	Tsuguo Kimura chairman & CEO	1,597 fe	1,721 f	63	–	37	–	Chassis, suspension systems, control arms, pedal assemblies, hydroforming	91
95	Novelis Inc. (404) 760-4000; novelis.com	3560 Lenox Road N.E., Ste. 2000 Atlanta, GA 30326, USA	Philip Martens president & CEO	1,581 fe	1,211 fe	38	55	7	–	Flat-rolled aluminum sheet for vehicle structures, body panels, heat exchangers, heat shields & other automotive applications	–
96	Michelin Group (33) 4-73-32-2000; michelin.com	23 Place des Carmes Dechaus Clermont-Ferrand 63040, Cedex 9, France	Jean-Dominique Senard CEO	1,570 e	1,600 e	43	36	20	1	Tires	94
97	Georg Fischer Automotive AG (41) 52-631-11-11; gfau.com	Amsler-Laffon-Strasse 9 Schaffhausen 8201, Switzerland	Josef Edbauer president	1,546	1,616	2	87	11	–	Lightweight castings, stressable castings, structural parts, components for E-Mobility	93
98	Sensata Technologies Holding NV (31) 546-879560; sensata.com	Kolthofsingel 8 Almelo 7602 EM, The Netherlands	Martha Sullivan president & CEO	1,500	1,214	28	39	32	1	Pressure, temperature, speed & position sensors, motor protectors, switches	100
99	Omron Corp. (81) 568-78-6181; omronauto.com	6368 Nenryo-zaka, Okusa Komaki-city, Aichi 485-0802, Japan	Katsuhiko Wada managing officer, president & CEO	1,446 fe	1,468 fe	28	6	65	2	Electronic control units, keyless entry, switches, closure controls, relays, electronic power steering	95
100	Clarion Co. (81) 48-601-3700; clarion.com	7-2 Shintoshin, Chuo-ku, Saitama-shi 330-0081, Japan	Tatsuhiko Izumi chairman & CEO	1,400 fe	1,414 fe	38	9	52	1	Intelligent safety & advanced driver-assistance systems, in-vehicle, cloud connectivity platforms & services, mobile multimedia & navigation systems	97

e = estimate f = fiscal year fe = fiscal year estimate *Previously SKF Automotive

To be considered for the list, please contact the Automotive News Data Center at (313) 446-6000 or e-mail: cpippen@crain.com

INDEX

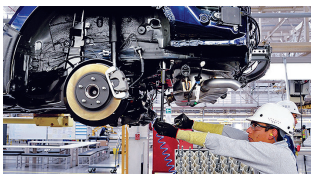
AB SKF Automotive Market.....	91	Eberspaecher Gruppe GmbH.....	52	Keihin Corp.....	60	Plastic Omnium Co.....	40
Aisin Seiki Co.....	5	Faurecia.....	7	Koito Manufacturing.....	44	Robert Bosch GmbH.....	1
Akebono Brake Industry Co.....	93	Federal-Mogul Corp.....	57	KSPG AG.....	80	Samvardhana Motherson Group.....	41
Alpine Electronics Inc.....	85	Flex-N-Gate Corp.....	46	Lear Corp.....	10	Schaeffler AG.....	23
American Axle & Manufacturing Holdings Inc.....	58	F-Tech Inc.....	94	Leoni AG.....	59	Sensata Technologies Holding NV.....	98
Autoliv Inc.....	22	Georg Fischer Automotive AG.....	97	Leopold Kostal GmbH.....	76	Showa Corp.....	73
Autoneum.....	89	Gestamp Automocion SA.....	28	Linamar Corp.....	65	Sumitomo Electric Industries.....	17
BASF SE.....	16	GKN.....	34	Magna International Inc.....	2	Sumitomo Riko Co.....	83
BorgWarner Inc.....	29	Goodyear Tire & Rubber Co.....	47	Magneti Marelli S.p.A.....	30	Takata Corp.....	49
Bridgewater Interiors.....	84	Grupo Antolin.....	66	Mahle GmbH.....	18	Tenneco Inc.....	27
Brose Fahrzeugteile GmbH.....	36	HELLA KGaA Hueck & Co.....	35	Mando Corp.....	45	ThyssenKrupp AG.....	15
CalsonicKansei Corp.....	20	Hitachi Automotive Systems.....	24	Metaldyne Performance Group Inc.....	79	TI Automotive.....	61
CIE Automotive SA.....	75	Honeywell.....	67	Michelin Group.....	96	Tokai Rika Co.....	48
GTIC Dicastal Co.....	81	Hyundai Dymos Inc.....	71	Mitsuba Corp.....	74	Tower International.....	86
Clarion Co.....	100	Hyundai Mobis.....	6	Mitsubishi Electric Corp.....	42	Toyoda Gosei Co.....	37
Continental AG.....	3	Hyundai Powertech Co.,.....	54	Nemak.....	51	Toyota Boshoku Corp.....	25
Cooper-Standard Automotive.....	62	Hyundai-WIA Corp.....	32	Nexteer Automotive.....	68	Trelleborg/Vibracoustic.....	82
Cummins Inc.....	33	IAC Group.....	43	NHK Spring Co.....	70	TRW Automotive Holdings Corp.....	12
Dana Holding Corp.....	39	Infineon Technologies AG.....	69	Nissin Kogyo Co.....	88	TS Tech Co.....	53
Delphi Automotive.....	13	Inteva Products.....	78	Novelis Inc.....	95	Valeo SA.....	11
Denso Corp.....	4	Iochepe-Maxion SA.....	77	NSK.....	55	Visteon Corp.....	31
Dow Automotive/Related Businesses.....	72	JATCO.....	38	NTN Corp.....	56	Webasto SE.....	63
Draxlmaier Group.....	50	Johnson Controls Inc.....	8	Omron Corp.....	99	Yanfeng Automotive Trim Systems Co.....	26
DuPont.....	64	JTEKT Corp.....	19	Panasonic Automotive Systems Co.....	21	Yazaki Corp.....	14
Dura Automotive Systems.....	90	Kautex Textron GmbH.....	87	Pioneer Corp.....	92	ZF Friedrichshafen AG.....	9

Top 50 European OEM parts suppliers – Ranked by sales of original equipment parts in 2014

2014 Europe rank	2014 global rank	Company	Total Europe OEM automotive parts sales (dollars in millions) 2014	Total Europe OEM automotive parts sales (dollars in millions) 2013	2013 Europe rank	2013 global rank	2014 Europe rank	2014 global rank	Company	Total Europe OEM automotive parts sales (dollars in millions) 2014	Total Europe OEM automotive parts sales (dollars in millions) 2013	2013 Europe rank	2013 global rank
1	1	Robert Bosch GmbH bosch.com	\$22,120 e	\$21,297 e	1	1	26	31	Visteon Corp. visteon.com	\$2,703	\$2,232	30	31
2	3	Continental AG conti-online.com	16,865 fe	16,415 fe	2	4	27	27	Tenneco Inc. tenneco.com	2,526 e	2,389 e	–	–
3	2	Magna International Inc. magna.com	14,167	14,094	3	3	28	43	IAC Group iacgroup.com	2,301	2,184	32	42
4	7	Faurecia faurecia.com	14,024	12,933	4	7	29	5	Aisin Seiki Co. aisin.co.jp	2,246 fe	2,224 fe	31	5
5	9	ZF Friedrichshafen AG zf.com	12,428 f	11,852 f	5	9	30	59	Leoni AG leoni.com	2,244 f	2,560 f	29	56
6	8	Johnson Controls Inc. johnsoncontrols.com	9,200 f	9,845 f	6	8	31	19	JTEKT Corp. jtekt.co.jp	2,016 fe	1,476 f	38	17
7	11	Valeo SA valeo.com	8,270 e	6,833 e	8	14	32	39	Dana Holding Corp. dana.com	1,985	1,963	36	34
8	16	BASF SE basf.com	7,229 f	7,164 f	7	16	33	67	Honeywell honeywell.com	1,888	2,059	33	61
9	10	Lear Corp. lear.com	7,091	6,169	10	10	34	57	Federal-Mogul Corp. federalmogul.com	1,824 e	2,058 e	34	50
10	12	TRW Automotive Holdings Corp. trwauto.com	6,983 e	6,620 e	9	11	35	42	Mitsubishi Electric Corp. mitsubishielectric.com	1,800 fe	1,603 fe	–	41
11	18	Mahle GmbH mahle.com	6,539 f	3,998 f	17	22	36	66	Grupo Antolin grupoantolin.com	1,745	2,030	35	57
12	13	Delphi Automotive delphi.com	6,081 e	6,051 e	11	13	37	80	KSPG AG kspg.com	1,715 e	2,353 e	28	59
13	30	Magneti Marelli S.p.A. magnetimarelli.com	5,372 f	4,911 f	12	28	38	47	Goodyear Tire & Rubber Co. goodyear.com	1,700 e	1,400 e	41	52
14	28	Gestamp Automocion SA gestamp.com	5,234	4,755	13	27	39	63	Webasto SE webasto.com	1,512 f	1,414 f	37	58
15	23	Schaeffler AG schaeffler.com	4,312 e	4,572 e	14	24	40	75	CIE Automotive SA cieautomotive.com	1,465	1,147	47	75
16	4	Denso Corp. globaldenso.com	4,036 fe	4,212 fe	16	2	41	51	Nemak nemak.com	1,446	1,405	40	48
17	36	Brose Fahrzeugteile GmbH brose.com	3,738	3,429	20	38	42	76	Leopold Kostal GmbH kostal.com	1,434 fe	1,396 f	42	72
18	29	BorgWarner Inc. borgwarner.com	3,737	3,570	18	32	43	49	Takata Corp. takata.com	1,372 f	1,307 f	44	44
19	35	HELLA KGaA Hueck & Co. hella.com	3,657 fe	3,551 fe	19	36	44	82	TrelleborgVibracoustic tbvc.com	1,364 e	1,318 e	45	81
20	40	Plastic Omnium Co. plasticomnium.com	3,180	3,084	22	37	45	61	TI Automotive tiautomotive.com	1,353 e	1,312 e	43	63
21	52	Eberspaecher Gruppe GmbH eberspaecher.com	3,128 e	2,560 e	27	55	46	97	Georg Fischer Automotive AG gfau.com	1,345	1,406	39	93
22	22	Autoliv Inc. autoliv.com	3,049	2,905	24	19	47	69	Infineon Technologies AG infineon.com	1,301 e	1,133 e	48	78
23	6	Hyundai Mobis mobis.co.kr	2,886 f	2,640 f	25	6	48	21	Panasonic Automotive Systems Co. panasonic.net	1,157 fe	831 fe	–	23
24	41	Samvardhana Motherson Group motherson.com	2,885 f	2,544 f	26	40	49	62	Cooper-Standard Automotive cooperstandard.com	1,135 fe	1,082 fe	49	67
25	34	GKN gkn.com	2,807	2,926	23	30	50	20	CalsonicKansei Corp. calsonickansei.co.jp	1,077 fe	858 fe	–	21

e = estimate f = fiscal year fe = fiscal year estimate

To be considered for the list, please contact the Automotive News Data Center at (313) 446-6000 or e-mail: cpippen@craai.com



David Sedgwick
dsedgwick@crain.com

Asian suppliers are latest converts to Mexico output

As China's economy loses steam, Mexico has become the hottest region for automotive suppliers.

Three auto assembly plants in Mexico have launched production over the past two years, and five automakers have announced plans to build factories through 2019, according to IHS Automotive.

Mexico's vehicle production is rising sharply. In 2018, Mexican plants will produce 4.3 million cars and trucks, up 34 percent from last year, according to IHS.

Overall, automakers in North America are expected to build a record 18.6 million vehicles in 2018, up 9 percent from 2014's total.

Automakers are eager to build assembly plants in Mexico because labor costs are low and the supply chain is more secure than in other regions. And suppliers are following them.

"Mexico is competitive for a host of reasons. It all comes down to meeting the needs of the manufacturer," said Mike Jackson, IHS's director of North American forecasts.

"If you recall the tsunami in Japan, the floods in Thailand and the [dockworkers'] strike on the West Coast, manufacturers are looking to create a secure supply chain," Jackson said.

Close to customers

While almost every top supplier to North America has plants in Mexico, there has been a fresh migration to Mexico among Asian suppliers.

Toyota Gosei Co., a major supplier of interior components, airbags and exterior trim, launched production at its third



Cars are built in Mazda's Salamanca, Mexico, plant. Automakers' plans to add production in Mexico are luring Asian suppliers.

Mexican plant last year, with a fourth scheduled to open in 2016, in Irapuato.

"We have to be very close to our customers," President Tadashi Arashima said during a May 13 interview.

The company's North American unit, No. 38 on *Automotive News*' list of the largest suppliers to North America, is a keiretsu supplier to Toyota.

Toyota Gosei's plant in Irapuato will produce grilles, console boxes and other plastic parts. Although the factory was built to serve other customers, it is near Toyota's new site and should be useful for the automaker, which has urged its Japanese suppliers to expand in North America.

Mexico's competitive labor costs and low shipping costs also have attracted Chinese suppliers. Minth Group has built three plants in Aguascalientes to produce roof racks, trim and other components for Nissan, Audi, General Motors, Ford and Fiat Chrysler.

Howard Boyer, president of Minth Ameri-

cas, says his company's Mexican employees earn a bit more than \$5 an hour in wages and benefits, about 30 percent more than the company's \$4-an-hour rate in China.

For Minth, shipping costs from China to North America can range as low as 3 percent of the total cost of a small item such as a decorative badge, or up to 8 percent for a medium-size grille. When trans-Pacific shipping costs rise that high, Boyer says, production in North America starts to make sense.

"You have to evaluate the cost of each component," Boyer said.

While Asian suppliers such as Toyota Gosei and Minth are fueling the latest wave of investment in Mexico, traditional North American and European manufacturers continue to expand.

Last month, for example, IAC Group — ranked No. 18 among suppliers to North America — opened a factory in Arteaga, its eighth Mexican factory. That plant will produce cut-and-sew materials for instru-

ment panels, door panels, floor consoles and armrests.

Not just hand labor

While Mexico is a good factory location for products with a high labor content, such as interior trim or wire harnesses, more highly automated manufacturers are moving there, too.

In April, Goodyear Tire & Rubber Co. (No. 42 on the list) announced plans to build a \$500 million tire plant in San Luis Potosi, its first factory in Mexico. When it opens in 2017, the plant will produce 6 million tires a year.

In a written statement, the company said the plant "will be Goodyear's most technologically advanced." Likewise, the plant's central location suited Goodyear's plans to ship tires to North and South America.

Given its low labor costs, central location and trade treaties with other nations, Jackson says: "You can argue that Mexico is far more competitive than other locations." **AN**

Top 100 suppliers – The largest suppliers to North America, ranked by sales of original equipment parts in 2014

2014 rank	Company	Address	Top executive	Total North America OEM automotive parts sales (dollars in millions) 2014	Total North America OEM automotive parts sales (dollars in millions) 2013	Total global OEM automotive parts sales (dollars in millions) 2014	Total global OEM automotive parts sales (dollars in millions) 2013	Products	2013 rank
1	Magna International Inc. (905) 726-2462; magna.com	337 Magna Drive Aurora, Ontario L4G 7K1, Canada	Donald Walker CEO	\$19,616	\$17,531	\$36,325	\$34,375	Body, chassis, interior, exterior, seating, powertrain, electronic, vision, closure & roof systems & modules; vehicle engineering & contract manufacturing	1
2	Johnson Controls Inc. (734) 254-5000; johnsoncontrols.com	49200 Halyard Drive Plymouth, MI 48170	Beda Bolzenius, vice chairman, Asia Pacific & president, Automotive Experience	11,323 f	11,017 f	23,589 f	23,440 f	Complete automotive seats & seat components, lead acid & hybrid vehicle batteries	2
3	Robert Bosch (248) 876-1000; boschusa.com	38000 Hills Tech Drive Farmington Hills, MI 48331	Mike Mansuetti president	8,406 e	7,233 e	44,240 e	40,183 e	Gasoline systems, diesel systems, chassis system controls, electrical drives, starter motors & generators, car multimedia, electronics, steering systems, battery technology, exhaust gas turbochargers & treatment systems, service solutions	4
4	Continental Automotive Systems U.S. Inc. (248) 393-5300; conti-online.com	One Continental Drive Auburn Hills, MI 48326	Samir Salman CEO, Continental, North America	7,916 fe	7,705 fe	34,418 fe	33,500 fe	Electronic brakes, stability management systems, tires, foundation brakes, chassis systems, safety system electronics, telematics, powertrain electronics, interior modules, instrumentation, technical elastomers	3
5	Denso International America Inc. (248) 350-7500; densocorp-na.com	24777 Denso Drive, P.O. Box 5133 Southfield, MI 48086	Sadahiro Usui CEO	7,169 fe	7,077 fe	32,365 fe	35,849 fe	Thermal, powertrain control, electronic & electric systems; small motors, telecommunications	5
6	Lear Corp. (248) 447-1500; lear.com	21557 Telegraph Road Southfield, MI 48033	Matthew Simoncini president & CEO	6,736	6,169	17,727	16,234	Seating & electrical distribution systems	7
7	TRW Automotive Inc. (734) 855-2600; trwauto.com	12025 Tech Center Drive Livonia, MI 48150	John Plant chairman, president & CEO	6,658 e	5,813 e	16,240 e	16,147	Steering, suspension, braking & engine components; fasteners, occupant-restraint systems, electronic safety & security systems	8
8	Faurecia (248) 724-5100; na.faurecia.com	2800 High Meadow Circle Auburn Hills, MI 48326	Mark Stidham president, Faurecia North America	6,261	6,467	25,043	23,950	Seating, emissions-control technologies, interior systems & exteriors	6
9	Delphi Automotive Systems (248) 813-2000; delphi.com	5725 Delphi Drive Troy, MI 48098	Kevin Clark president & CEO	5,601 e	5,184 e	16,002 e	15,475	Mobile electronics; powertrain, safety, thermal, controls & security systems; 10 electrical/electronic architecture, in-car entertainment technologies	10
10	Mobis North America (248) 426-5577; mobis.co.kr	23255 Commerce Drive Farmington Hills, MI 48335	Myung-Chul Chung president & CEO	5,541 f	5,207 f	27,405 f	24,677 f	Chassis, cockpit & front-end modules; ABS, ESC, MDPS, airbags, LED lamps, ASV parts, sensors, electronic control systems, hybrid car powertrains, parts & power control units	9
11	Aisin World Corp. of America (734) 453-5551; aisinworld.com	15300 Centennial Drive Northville, MI 48168	Masayasu Saito president	4,997 fe	4,367 fe	28,072 fe	27,125 fe	Body, brake & chassis systems, electronics, drivetrain & engine components	11
12	Flex-N-Gate Corp. (217) 278-2600; flex-n-gate.com	1306 E. University Ave. Urbana, IL 61802	Shahid Khan chairman & CEO	4,644	4,232	5,103	4,650	Interior & exterior plastics, metal bumpers & hitches, structural metal assemblies, forward & signal lighting, mechanical assemblies, prototyping & sequencing	12
13	ZF North America Inc. (734) 416-6200; zf.com	15811 Centennial Drive Northville, MI 48168	Julio Caspari president	4,438 f	3,678 f	22,192 f	20,434 f	Transmissions, chassis components & systems, steering systems, clutches, dampers	15
14	Tenneco Inc. (734) 243-8000; tenneco.com	1 International Drive Monroe, MI 48161	Brian Kessler COO	4,126 e	3,902 e	8,420 e	7,964 e	Emission-control systems, manifolds, catalytic converters, diesel aftertreatment systems, catalytic reduction mufflers, shock absorbers, struts, electronic suspension products & systems	-
15	Cummins Inc. (812) 377-5000; cummins.com	500 Jackson St. Columbus, IN 47201	Tom Linebarger chairman & CEO	4,004	4,108	7,150	7,900	Diesel & natural gas engines	13
16	Yazaki North America Inc. (734) 983-1000; yazaki-na.com	6801 Haggerty Road Canton, MI 48187	Nigel Thompson president & CEO	3,815 e	3,713 e	15,200 e	15,600 e	Wiring harnesses, connectors, junction boxes, power distribution boxes, instrumentation, high voltage systems	14
17	Valeo Inc. (248) 619-8300; valeo.com	150 Stephenson Hwy. Troy, MI 48083	Francoise Colpron president, North America	3,376 e	2,597 e	16,878 e	13,666 e	Micro hybrid systems, electrical & electronic systems, thermal systems, transmissions, wiper systems, camera/sensor technology, security systems, interior controls	22
18	IAC Group (248) 455-7000; iacgroup.com	28333 Telegraph Road Southfield, MI 48034	James Kamsickas president & CEO	3,186	2,808	5,900	5,200	Instrument panels, consoles, cockpits, doors & trim, flooring, acoustics, headliners & overhead systems, other interior & exterior components	18
19	American Axle & Manufacturing Holdings Inc. (313) 758-2000; aam.com	One Dauch Drive Detroit, MI 48211	David Dauch chairman, president & CEO	3,179	2,630	3,696	3,207	Driveline & drivetrain systems & related components for light vehicles	21
20	Sumitomo Electric Wiring Systems Inc. (270) 782-7397; sewsus.com	1018 Ashley St. Bowling Green, KY 42103	Masayoshi Fuse president & CEO, North America	3,155 fe	2,796 fe	12,325 fe	13,127 f	Electrical distribution systems, electronics, connection systems	19
21	Autoliv North America (248) 475-9000; autoliv.com	1320 Pacific Drive Auburn Hills, MI 48326	Steve Fredin president, The Americas	3,142	2,905	9,240	8,803	Airbags, seat belts, safety electronics, steering wheels	17
22	CalsonicKansei North America Inc. (931) 680-6415; calsonic.com	One Calsonic Way Shelbyville, TN 37162	Shingo Yamamoto president	3,133 fe	2,145 fe	9,789 fe	8,580 fe	Climate control, engine cooling & exhaust systems; instrument clusters, 29 console boxes, cockpit modules, instrument panels, front-end modules	29

e = estimate f = fiscal year fe = fiscal year estimate

To be considered for the list, please contact the Automotive News Data Center at (313) 446-6000 or e-mail: cpippen@crain.com

Top 100 suppliers – The largest suppliers to North America, ranked by sales of original equipment parts in 2014

2014 rank	Company	Address	Top executive	Total North America OEM automotive parts sales (dollars in millions) 2014	Total North America OEM automotive parts sales (dollars in millions) 2013	Total global OEM automotive parts sales (dollars in millions) 2014	Total global OEM automotive parts sales (dollars in millions) 2013	Products	2013 rank
23	Dana Holding Corp. (419) 887-3000; dana.com	3939 Technology Drive Maumee, OH 43537	Roger Wood president & CEO	\$3,110	\$2,978	\$6,617	\$6,769	Axles, driveshafts, sealing & thermal management products	16
24	ThyssenKrupp North America Inc. (312) 525-2400; thyssenkrupp.com	111 W. Jackson Blvd., Ste. 2400 Chicago, IL 60604	Patrick Bass CEO	2,944 f	2,964 f	12,801 f	12,349 f	Steering, dampers, springs & stabilizers, camshafts, forged machined components, bearings, undercarriage systems & components, axle assembly, assembled camshafts, forged crankshafts & drivetrain components; high-strength, lightweight steel, electrical steel, tailored tempering, cell & battery production lines, valve control systems	–
25	Nemak North America (248) 350-3999; nemak.com	Two Towne Square, Ste. 300 Southfield, MI 48076	Patrick Flynn U.S. & Canada business unit director	2,803	2,591	4,622	4,391	Aluminum cylinder heads, engine blocks, transmissions, structural components & other components	20
26	Mahle Industries Inc. (423) 318-3170; mahle.com	23030 Haggerty Road Farmington Hills, MI 48335	Roland Zitt president	2,664 f	1,871 f	12,110 f	8,506 f	Piston systems, cylinder components, valvetrain systems, air & liquid management systems, powertrain engineering, vehicle climatization, climate compressors, engine & powertrain cooling, drives, starters & alternators, electrical driven auxiliaries	36
27	BASF Corp. (973) 245-6000; basf.com	100 Park Ave. Florham Park, NJ 07932	Hans Engel CEO	2,663 f	2,470 f	12,682 f	12,351 f	Coatings, catalysts, engineering plastics, polyurethanes, coolants, brake fluids, lubricants, battery materials	25
28	JTEKT Automotive Group Cos. (734) 454-1500; jtekt.co.jp	47771 Halyard Drive Plymouth, MI 48170	Hiroyuki Kaijima president	2,576 fe	1,930 f	11,200 fe	11,351 f	Bearings, steering systems, driveline systems & machine tools	34
29	Panasonic Automotive Systems Co. of America (770) 487-3356; panasonic.com/automotive	776 Hwy. 74 S. Peachtree City, GA 30269	Tom Gebhardt president	2,411 fe	1,744 fe	9,643 fe	8,307 f	Cameras, video & premium audio systems, navigation systems, compressors, batteries, motors, monitors, sensors, switches, HUDs	38
30	BorgWarner Inc. (248) 754-9200; borgwarner.com	3850 Hamlin Road Auburn Hills, MI 48326	James Verrier president & CEO	2,408	2,231	8,305	7,437	Turbochargers, engine valve-timing systems, ignition systems, emissions systems, thermal systems, transmission-clutch systems, transmission-control systems & torque management systems	27
31	GKN Driveline (248) 377-1200; gkndriveline.com	2200 N. Opdyke Road Auburn Hills, MI 48326	Robert Willig president, Americas	2,386	2,476	7,018	7,503	Driveline halfshafts, driveshafts & AWD; powder metal engine & components; automotive structures & chassis systems, transmissions	24
32	Bridgewater Interiors (313) 842-3300; bridgewater-interiors.com	4617 W. Fort St. Detroit, MI 48209	Ronald Hall Sr. CEO	2,282 f	2,180 f	2,282 f	2,180 f	Seating systems	28
33	Linamar Corp. (519) 836-7550; linamar.com	287 Speedvale Ave. W. Guelph, Ontario N1H 1C5, Canada	Linda Hasenfratz CEO	2,263	2,078	3,018	2,630	Engine camshafts, connecting rods, cylinder heads & blocks, balance shaft assemblies, fuel rails, transmission gears, differentials, clutch modules, shafts & shell assemblies, all-wheel-drive systems	30
34	Hitachi Automotive Systems Americas Inc. (859) 734-9451; hitachi-automotive.us	955 Warwick Road Harrodsburg, KY 40330	Toru Kamioko president & CEO	2,213 fe	1,879 fe	8,850 fe	8,500 fe	Engine management, electric powertrain, drive control	33
35	Visteon Corp. (734) 710-5000; visteon.com	One Village Center Drive Van Buren Township, MI 48111	Timothy Leuliette president & CEO	2,178	1,413	7,509	7,439	Cockpit electronics, thermal energy management	46
36	TS Tech Americas Inc. (614) 575-4100; tstech.co.jp	8458 E. Broad St. Reynoldsburg, OH 43068	Takuo Arai president	2,148 fe	2,156 fe	4,571 fe	4,492 fe	Seats, interior trim, roof & door liners	32
37	Nexteer Automotive (989) 757-5000; nexteer.com	3900 E. Holland Road Saginaw, MI 48601	Laurent Bresson president & COO	2,001 fe	1,697 fe	2,900 fe	2,387 f	Electric power steering, hydraulic power steering, steering columns, halfshafts	39
38	Toyoda Gosei North America Corp. (248) 280-2100; toyodagosei.com	1400 Stephenson Hwy. Troy, MI 48083	Toru Koyama president	1,943 fe	1,674 f	6,700 fe	6,200 f	Safety, sealing & interior systems; optoelectronics, exterior trim, rubber/plastic functionals, fuel systems	41
39	Plastic Omnium Co. (248) 458-0700; plasticomnium.com	2710 Bellingham Road, Ste. 400 Troy, MI 48083	Marc Cornet president, business unit North America	1,882	1,928	6,490	6,425	Fascias, front-end modules, rear-end modules, fenders, body panels, fuel systems	35
40	Metaldyne Performance Group Inc.* (734) 207-6200; mpgdriven.com	47659 Halyard Drive Plymouth, MI 48170	George Thanopoulos CEO	1,849 e	–	2,466	–	Components for transmission, engine, driveline & safety-critical applications	–
41	JATCO USA Inc. (248) 306-9200; jatco-usa.com	38700 Country Club Drive, Ste. 100 Farmington Hills, MI 48331	Bill Krueger chairman	1,817 fe	1,436 fe	6,633 fe	7,005 fe	Automatic transmissions, continuously variable transmissions	44
42	Goodyear Tire & Rubber Co. (330) 796-2121; goodyear.com	200 Innovation Way Akron, OH 44316	Steve McClellan president, North America	1,800 e	1,760 e	5,000 e	4,000 e	Tires	37
42	Mitsubishi Electric Automotive America Inc.** (513) 398-2220; meaa-mea.com	4773 Bethany Road Mason, OH 45040	Mitsuru Koiva president & CEO	1,800 fe	1,603 fe	6,000 fe	5,344 fe	Engine management, ignition, audio & navigation systems; alternators & starter motors	–
44	Schaeffler Group USA Inc. (248) 528-9080; schaeffler.us	1750 E. Big Beaver Road Troy, MI 48083	Bruce Warmbold president & CEO	1,797 e	1,306 e	8,983	8,165	Anti-friction bearings, engine components, chassis & transmissions, wheel & axle bearings, clutch & transmission systems, dampers	48
45	Toyota Boshoku America Inc. (859) 817-4000; toyota-boshoku.com/us	1360 Dolwick Drive, Ste. 125 Erlanger, KY 41018	Shigetoshi Miyoshi chairman & CEO	1,702 fe	1,470 fe	8,730 fe	9,482 fe	Seats, door trim, carpet, headliners, oil & air filters, door panels, fabrics & substrates	42

e = estimate f = fiscal year fe = fiscal year estimate *Company formed by the merger of Grede Holdings, HHI & Metaldyne

**Mitsubishi Electric Automotive America Inc. 2013 North America OEM automotive parts sales were adjusted.

To be considered for the list, please contact the Automotive News Data Center at (313) 446-6000 or e-mail: cpippen@crain.com

Top 100 suppliers – The largest suppliers to North America, ranked by sales of original equipment parts in 2014

2014 rank	Company	Address	Top executive	Total North America OEM automotive parts sales (dollars in millions) 2014	Total North America OEM automotive parts sales (dollars in millions) 2013	Total global OEM automotive parts sales (dollars in millions) 2014	Total global OEM automotive parts sales (dollars in millions) 2013	Products	2013 rank
46	Cooper-Standard Automotive (248) 596-5900; cooperstandard.com	39550 Orchard Hill Place Drive Novi, MI 48375	Bill Pumphrey president, North America	\$1,687 fe	\$1,607 fe	\$3,244 fe	\$3,091 fe	Sealing systems, fuel & brake delivery systems, fluid transfer systems; anti-vibration systems, subsystems & modules	40
47	TK Holdings Inc. (248) 373-8040; takata.com	2500 Takata Drive Auburn Hills, MI 48326	Shunkichi Shimizu president	1,666 f	2,011 f	4,900 f	5,028 f	Airbags, seat belts, electronics, steering wheels, interior trim & textiles	31
48	Brose North America Inc. (248) 339-4000; brose.com	3933 Automation Ave. Auburn Hills, MI 48326	Michael Brosseau president	1,629	1,441	6,872	6,212	Window regulators, door modules, seat adjusters, closure systems, power closure systems, seat adjusters, power head restraints, electric drives & motors, electronics	43
49	HELLA Corporate Center USA Inc. (734) 414-0900; hellausa.com	43811 Plymouth Oaks Blvd. Plymouth, MI 48170	Steve Lietaert president	1,449 fe	1,407 fe	6,900 fe	6,700 fe	Electronic & lighting components & systems	47
50	Gestamp North America (248) 743-3400; gestamp.com	2701 Troy Center Drive, Ste. 150 Troy, MI 48084	Jeff Wilson president	1,329	1,074	8,308	7,670	Body-in-white stamping & assemblies, chassis, hinges, power systems, driver controls	52
51	Federal-Mogul Corp. (248) 354-7700; federalmogul.com	27300 W. 11 Mile Road Southfield, MI 48034	Rainer Jueckstock & Daniel Ninivaggi, co-CEOs	1,292 e	1,428 e	3,800 e	4,200 e	Pistons, rings, cylinder liners, piston pins, ignition & spark plugs, bearings, valve seats & guides, gaskets, seals, heat shields, brake friction materials & products, systems protection products, lighting products, wipers, fuel pumps	45
52	NTN Bearing Corp. of America* (847) 298-7500; ntnamerica.com	1600 E. Bishop Court, P.O. Box 7604 Mount Prospect, IL 60056	Tetsuya Sogo president	1,249 fe	1,189 fe	4,263 fe	4,325 fe	Constant velocity joints, axle bearings, needle roller bearings, tapered roller bearings, intelligent in-wheel parts for EVs	50
53	Keihin North America Inc. (765) 298-6030; keihin-na.com	2701 Enterprise Drive Anderson, IN 46013	Koki Onuma president	1,222 f	991 f	3,394 f	3,136 f	Air & fuel management systems; electronic systems, HVAC systems, electronic management systems	55
54	Eberspaecher North America Inc. (248) 994-7015; eberspaecher.com	29101 Haggerty Road Novi, MI 48377	Douglas Swick president	1,196 e	928 e	4,600 e	3,710 e	Silencers, catalytic converters, particulate filters, manifolds, vehicle heaters, electrical vehicle heaters, electronics	61
55	TRAM Inc. (734) 254-8500; tokai-rika.co.jp	47200 Port St. Plymouth, MI 48170	Mikio Kato president	1,193 f	878 f	4,971 f	4,390 f	Switches, steering wheels, airbags, shifters, key cylinders & lock sets, interior & lever combination switches; floor transmission shift levers	62
56	Magneti Marelli Holding USA (248) 418-3000; magnetimarelli.com	3900 Automation Ave. Auburn Hills, MI 48326	Stephane Védie country representative	1,096 f	957 f	8,052 f	7,665 f	Lighting, powertrain transmissions, electronics, suspensions systems, active & passive shock absorbers, exhaust systems, plastic parts	58
57	Mando America Corp. (248) 668-4300; mando.com	29930 Hudson Drive Novi, MI 48377	Ju Sin Kim president	1,075 f	952 f	5,373 f	5,145 f	Brake, steering & suspension & integrated driver-assistance systems & components	59
57	Tower Automotive Inc. 248-675-6000; towerinternational.com	17672 N. Laurel Park Drive, Ste. 400 Livonia, MI 48152	Jim Bernard president, North America	1,075	967	2,068	2,102	Body structures & assemblies, lower vehicle frames & structures, chassis modules & systems, suspension components	56
59	Inteva Products (248) 655-8886; intevaproducts.com	1401 Crooks Road Troy, MI 48084	Lon Offenbacher president & CEO	1,025 f	1,100 f	2,500 f	2,500 f	Closure systems, interior systems; motor, electronic & roof systems	51
60	F & P America Manufacturing Inc. (937) 339-0212; fandp.com	2101 Corporate Drive Troy, OH 45373	Kenichi Ando president	1,003 fe	1,021 f	1,597 fe	1,721 f	Chassis, suspension systems, control arms, pedal assemblies, hydroforming	60
61	Powertech America Inc. (706) 902-6800; powertech.co.kr	220 Fort Drive LaGrange, GA 30240	Samho Cha director	972 e	1,243 e	4,419 e	3,885 e	Automatic transmissions	49
62	ABC Group Inc. (416) 246-1782; abcgroupinc.com	2 Norelco Drive Toronto, Ontario M9L 2X6, Canada	Helga Schmidt chairman & CEO	950 e	900 e	1,000 e	1,000 e	Air management systems, fluid management systems, HVAC systems, interior systems, exterior systems, flexible products	63
63	DuPont Automotive (800) 441-7515; automotive.dupont.com	950 Stephenson Hwy. Troy, MI 48007	Jeff Sternberg global automotive R&D director	918 e	900 e	3,060 e	3,000 e	High-performance polymers, elastomers, renewable sourced polymers, fibers & fluoropolymers; battery separator & electronic material technologies, fabricated products, advanced composite materials, specialty chemicals, lubricants, refrigerants, films, bio-based fuels	63
64	North American Lighting (217) 465-6600; nal.com	2277 S. Main St. Paris, IL 61944	Takao Yamanashi president & COO	906 f	669 f	5,805 f	5,028 f	Exterior lighting	78
65	Dow Automotive/Related Businesses (248) 391-6300; dowautomotive.com	1250 Harmon Road Auburn Hills, MI 48326	Steve Henderson president	896	806	2,800	2,600	Glass bonding adhesives, structural adhesives, epoxy composites, polyurethane foams, acoustic foams, elastomers, fluids	68
66	TI Automotive (248) 494-5000; tiautomotive.com	1272 Doris Road Auburn Hills, MI 48326	Bill Kozyra chairman & CEO	891 e	832 e	3,300 e	3,200 e	Automotive fluid systems technology	65
67	Grupo Antolin North America Inc. (248) 373-1749; grupoantolin.com	1700 Atlantic Blvd. Auburn Hills, MI 48326	Pablo Baroja regional manager, North America	887	964	2,957	3,625	Overhead systems, door module & panels, window regulators, seat functions, interior & exterior lighting	57

e = estimate f = fiscal year fe = fiscal year estimate *Previously NTN USA Corp.

To be considered for the list, please contact the Automotive News Data Center at (313) 446-6000 or e-mail: cpippen@crain.com

Top 100 suppliers – The largest suppliers to North America, ranked by sales of original equipment parts in 2014

2014 rank	Company	Address	Top executive	Total North America OEM automotive parts sales (dollars in millions) 2014	Total North America OEM automotive parts sales (dollars in millions) 2013	Total global OEM automotive parts sales (dollars in millions) 2014	Total global OEM automotive parts sales (dollars in millions) 2013	Products	2013 rank
68	Kautex Textron North America (248) 616-5100; kautex.com	750 Stephenson Hwy. Troy, MI 48083	Ken Johns vp, operations North America	\$832 fe	\$780 f	\$1,980 fe	\$1,814 f	Fuel tank systems, clear vision systems, selective catalytic reduction systems, camshafts, packaging	70
69	Autoneum North America (248) 848-0100; autoneum.com	38555 Hills Tech Drive Farmington Hills, MI 48331	John Lenga president & CEO	827	812	1,798	1,889	Engine covers, hoodliners, outer dashes, water box shields, inner dashes, nonwoven carpets, tufted carpets, floor insulators, floor mats, underbody shields, floor pans, heatshields, outer tunnel insulators, wheelhouse outer liners, dampers/stiffeners, sealants, acoustic parts	67
70	Shiloh Industries Inc. (330) 558-2600; shiloh.com	880 Steel Drive Valley City, OH 44280	Ramzi Hermiz president & CEO	826 fe	700 f	879 fe	700 f	Lightweight, noise, vibration & harshness solutions, chassis & powertrain systems	75
71	Akebono Brake Corp. (270) 234-5500; akebonobrakes.com	301 Ring Road Elizabethtown, KY 42701	Yoshimasa Ogino president & CEO	822 f	735 f	1,678 f	1,622 f	Brake friction materials, foundation brake assemblies	53
72	Alpine Electronics of America Inc. (310) 326-8000; alpine-usa.com	19145 Gramercy Place Torrance, CA 90501	Isao Nagasaki president	807 fe	736 fe	2,180 fe	2,300 fe	Navigation, telematics, drive assist, sound & video systems	72
73	Dura Automotive Systems (248) 299-7500; duraauto.com	1780 Pond Run Auburn Hills, MI 48326	Lynn Tilton CEO	754	693	1,754	1,649	Lightweight structural door & body systems; mechatronic control systems, including shift-by-wire systems; exterior systems, including glass systems & exterior trim	76
74	KIRCHHOFF Van-Rob* (905) 727-8585; kirchhoff-group.com	200 Vandorf Sideroad Aurora, Ontario L4G 0A2, Canada	Tony Parente president & COO	747 e	745 e	747 e	745 e	Instrument panel beams, engine cradles, bulkhead assemblies, underbody modular, assemblies to body in white, bumper systems	71
75	Superior Industries International Inc. (818) 902-2700; supind.com	7800 Woodley Ave. Van Nuys, CA 91406	Donald Stebbins president & CEO	745	790	745	790	Aluminum wheels	69
76	DAA Draexlmaier Automotive of America (864) 433-8910; draexlmaier.com	1751 E. Main St. Duncan, SC 29334	Stefan Bude CFO & senior vp	744 e	469 e	4,650 e	3,910 e	Electrical systems, electrical & electronic components, interiors, system assembly	96
77	Maxion Wheels (734) 737-5000; maxionwheels.com	39500 Orchard Hill Place, Ste. 500 Novi, MI 48375	Pieter Klinkers CEO	731 f	657 f	2,520 f	2,737 f	Wheels, structural components	77
78	Rassini S.A. de C.V.** (734) 454-4904; rassini.com	14500 Beck Road Plymouth, MI 48170	Norman Jacobs president	717 f	574 f	896 f	809 f	Leaf springs, parabolic springs, coil springs, braking systems components	85
79	Multimatic Inc. (905) 470-9149; multimatic.com	8688 Woodbine Ave. Markham, Ontario L3R 8B9, Canada	Peter Czapka president & CEO	680 e	560 e	800 e	700 e	Hinge systems; stamped, welded assemblies; suspension systems	88
80	American Showa Inc. (740) 965-1133; amshowa.com	707 W. Cherry St. Sunbury, OH 43074	Koichi Hata president	675 fe	729 fe	2,678 fe	3,171 fe	Shock absorbers, power steering gearbox & pump; propeller shaft, gas springs, CVT pumps	73
80	Michelin North America Inc. (864) 458-5000; michelin.com	One Parkway S. Greenville, SC 29615	Pete Selleck president & chairman	675 e	640 e	1,570 e	1,600 e	Tires	80
82	NSK Americas (734) 913-7500; nskamericas.com	4200 Goss Road, P.O. Box 134007 Ann Arbor, MI 48105	Brian Lindsay president & COO	659 fe	827 fe	4,394 fe	5,905 fe	Bearings, hub bearings, steering columns, electric power steering, automatic transmission products	66
83	CITIC Dicastal Co. (86) 335-5358549; dicastal.com	No. 185 Longhai Road Qinhuangdao, Hebei 066011, China	Zuo Xu general manager	644 f	523 f	2,387 f	2,107 f	Aluminum alloy wheels, aluminum casting parts	89
84	American Mitsuba Corp. (989) 773-0377; americanmitsuba.com	2945 Three Leaves Drive Mount Pleasant, MI 48858	Yoshimasa Kimura president & CEO	642 fe	606 fe	2,674 fe	2,526 fe	Wiper systems, power window motors, starter motors, fan motors, seat motors, sunroof motors, power slide door assemblies, power tailgate systems	83
85	Novelis Corp. (404) 760-4000; novelis.com	3560 Lenox Road N.E., Ste. 2000 Atlanta, GA 30326	Marco Palmieri, senior vp, Novelis Inc., & president, Novelis North America	601 fe	363 fe	1,581 fe	1,211 fe	Flat-rolled aluminum sheet for vehicle structures, body panels, heat exchangers, heat shields & other automotive applications	–
86	Webasto Roof Systems Inc. (248) 997-5100; webasto.com	1757 Northfield Drive Rochester Hills, MI 48309	Andre Schoenekaes president & CEO	599 f	572 f	3,151 f	3,008 f	Sunroofs, panorama roof systems, convertible roof systems, vehicle pre-heating systems	81
87	AEES (248) 489-4900; aeessinc.com	36555 Corporate Drive, Ste. 300 Farmington Hills, MI 48331	Frank Sovis president, North America	551 f	668 f	925 f	1,193 f	Wiring harnesses, electrical distribution centers, connectors, terminals, electronics	79
88	CIE Automotive USA Inc. (734) 793-5320; cieautomotive.com	15030 23 Mile Road Shleby Township, MI 48315	Mikel Orbegoza commercial director, America	549	586	2,616	2,440	Engine & powertrain components, chassis & steering components, exterior & interior trim, roof system components	84
89	TrelleborgVibracoustic (269) 637-2116; tbvc.com	400 Aylworth Ave. South Haven, MI 49090	Dennis Thornton president, North America	541 e	514 e	2,352	2,234	Engine mounts, chassis mounts, chassis bushings, exhaust mounts, MCU spring carriers, bumpers, torsional vibration dampers, air springs & tuned mass dampers	92

e = estimate

f = fiscal year

fe = fiscal year estimate

*Previously Van-Rob Inc.

**Previously Sanluis Rassini S.A.

To be considered for the list, please contact the Automotive News Data Center at (313) 446-6000 or e-mail: cpippen@crain.com

Top 100 suppliers – The largest suppliers to North America, ranked by sales of original equipment parts in 2014

2014 rank	Company	Address	Top executive	Total North America OEM automotive parts sales (dollars in millions) 2014	Total North America OEM automotive parts sales (dollars in millions) 2013	Total global OEM automotive parts sales (dollars in millions) 2014	Total global OEM automotive parts sales (dollars in millions) 2013	Products	2013 rank
90	Clarion Corp. of America (310) 327-9100; clarion.com/us	6200 Gateway Drive Cypress, CA 90630	Paul Lachner president	\$532 fe	\$495 fe	\$1,400 fe	\$1,414 fe	Intelligent safety & advanced driver assistance systems, in-vehicle cloud connectivity platforms & services, mobile multimedia & navigation systems	94
91	Key Safety Systems Inc. (586) 726-3800; keysafetyinc.com	7000 19 Mile Road Sterling Heights, MI 48314	Jason Luo president & CEO	525 e	455 e	1,345 e	1,167 e	Inflators, airbags, seat belts, steering wheels, electronics	97
92	Leoni Wiring Systems Inc. (520) 741-0895; leoni.com	2861 N. Flowing Wells Road Tucson, AZ 85705	Martin Gloesslein CEO, Wiring Systems Division, Leoni Americas	510 f	519 f	3,400 f	3,710 f	Wires & strands, optical fibers, cables, cable systems, wiring systems, fuse & relay boxes, special connectors	90
92	Shape Corp. (616) 846-8700; shape-corp.com	1900 Hayes Grand Haven, MI 49417	Gary Verplank CEO	510	411	600	478	Roll-forming & custom injection molding	–
94	Infineon Technologies North America Corp. (866) 951-9519; infineon.com/us	640 N. McCarthy Blvd. Milpitas, CA 95035	Robert LeFort president	491 e	410 e	2,890 e	2,411 e	Microcontrollers, intelligent sensors; power semiconductors & power modules for powertrain, safety & body, convenience applications	–
95	Nissin Brake Ohio Inc. (419) 425-6725; nissinbrake.com	1901 Industrial Drive, P.O. Box 866 Findlay, OH 45839	Kazuo Koyama CEO	485 f	374 f	1,874 f	1,437 f	ABS, VSA & foundation brake systems; rear toe control, aluminum knuckles & mounts, clutch cylinders	–
96	DTR Industries Inc. (419) 358-2121; dtroh.com	320 Snider Road Bluffton, OH 45817	Akira Kikuta president	483 fe	494 fe	2,301 fe	2,431 fe	Anti-vibration molded rubber, fuel delivery systems	95
97	Lacks Enterprises (616) 949-6570; lacksenterprises.com	5460 Cascade Road S.E. Grand Rapids, MI 49546	Richard Lacks Jr. president & CEO	477	459	530	510	Interior & exterior plastic trim, wheel trim products	–
98	Neaton Auto Products Manufacturing Inc. (937) 456-7103; neaton.com	975 S. Franklin St. Eaton, OH 45320	Hirohisa Nagano president	441 fe	387 fe	980 fe	922 fe	Steering wheels, airbag modules, interior trim, instrument panels, consoles, HVAC ventilators/outlets, decorative trim	–
99	NHK International Corp. (248) 926-0111; nhkspg.co.jp	50706 Varsity Court Wixom, MI 48393	Yosei Morioka president & COO	433 fe	472 fe	2,887 fe	3,203 fe	Stabilizer bars, coil springs, seat & valve springs–	–
100	Sensata Technologies Holding NV (508) 236-3800; sensata.com	529 Pleasant St. Attleboro, MA 02703	Martha Sullivan president & CEO	420	316	1,500	1,214	Pressure, temperature, speed & position sensors, motor protectors, switches	–

INDEX

ABC Group Inc.	62	Dow Automotive/Related Businesses	65	Lacks Enterprises	97	Powertech America Inc.	61
AEES	87	DTR Industries Inc.	96	Lear Corp.	6	Rassini S.A. de C.V.	78
Aisin World Corp. of America	11	DuPont Automotive	63	Leoni Wiring Systems Inc.	92	Robert Bosch	3
Akebono Brake Corp.	71	Dura Automotive Systems	73	Linamar Corp.	33	Schaeffler Group USA Inc.	44
Alpine Electronics of America Inc.	72	Eberspaecher North America Inc.	54	Magna International Inc.	1	Sensata Technologies Holding NV.....	100
American Axle & Manufacturing Holdings Inc.	19	F & P America Manufacturing Inc.	60	Magneti Marelli Holding USA.....	56	Shape Corp.	92
American Mitsuba Corp.	84	Faurecia	8	Mahle Industries Inc.	26	Shiloh Industries Inc.	70
American Showa Inc.	80	Federal-Mogul Corp.	51	Mando America Corp.	57	Sumitomo Electric Wiring Systems Inc.	20
Autoliv North America.....	21	Flex-N-Gate Corp.	12	Maxion Wheels.....	77	Superior Industries International Inc.	75
Autoneum North America	69	Gestamp North America	50	Metaldyne Performance Group Inc.	40	Tenneco Inc.	14
BASF Corp.	27	GKN Driveline	31	Michelin North America Inc.	80	ThyssenKrupp North America Inc.	24
BorgWarner Inc.	30	Goodyear Tire & Rubber Co.	42	Mitsubishi Electric Automotive America Inc.	42	TI Automotive	66
Bridgewater Interiors	32	Grupo Antolin North America Inc.	67	Mobis North America	10	TK Holdings Inc.	47
Brose North America Inc.	48	HELLA Corporate Center USA Inc.	49	Multimatic Inc.	79	Tower Automotive Inc.	57
CalsonicKansei North America Inc.	22	Hitachi Automotive Systems Americas Inc.	34	Neaton Auto Products Manufacturing Inc.	98	Toyota Gosei North America Corp.	38
CIE Automotive USA Inc.	88	IAC Group	18	Nemak North America.....	25	Toyota Boshoku America Inc.	45
CITIC Dicastal Co.	83	Infineon Technologies North America Corp.	94	Nexteer Automotive	37	TRAM Inc.	55
Clarion Corp. of America	90	Inteva Products	59	NHK International Corp.	99	TrelleborgVibracoustic	89
Continental Automotive Systems U.S. Inc.	4	JATCO USA Inc.	41	Nissin Brake Ohio Inc.	95	TRW Automotive Inc.	7
Cooper-Standard Automotive	46	Johnson Controls Inc.	2	North American Lighting	64	TS Tech Americas Inc.	36
Cummins Inc.	15	JTEKT Automotive Group Cos.	28	Novelis Corp.	85	Valeo Inc.	17
DAA Draexlmaier Automotive of America	76	Kautex Textron North America.....	68	NSK Americas	82	Visteon Corp.	35
Dana Holding Corp.	23	Keihin North America Inc.	53	NTN Bearing Corp. of America	52	Webasto Roof Systems Inc.	86
Delphi Automotive Systems	9	Key Safety Systems Inc.	91	Panasonic Automotive Systems Co. of America	29	Yazaki North America Inc.	16
Denso International America Inc.	5	KIRCHHOFF Van-Rob	74	Plastic Omnium Co.	39	ZF North America Inc.	13

e = estimate f = fiscal year fe = fiscal year estimate

To be considered for the list, please contact the Automotive News Data Center at (313) 446-6000 or e-mail: cpippen@crain.com

The ability to tackle what's next

Wherever there is business to be done, you will find PwC providing insight, perspective and solutions.

Through our global network of firms with more than 195,000 people in 157 countries, we provide quality assurance, tax and advisory services to many of the world's most successful companies. For more information on how we can help you address your business challenges, visit us at www.pwc.com

The PwC logo is displayed in a bold, black, lowercase serif font. A small red horizontal bar is positioned above the 'p'.