



**The automotive  
aftermarket is  
changing.**

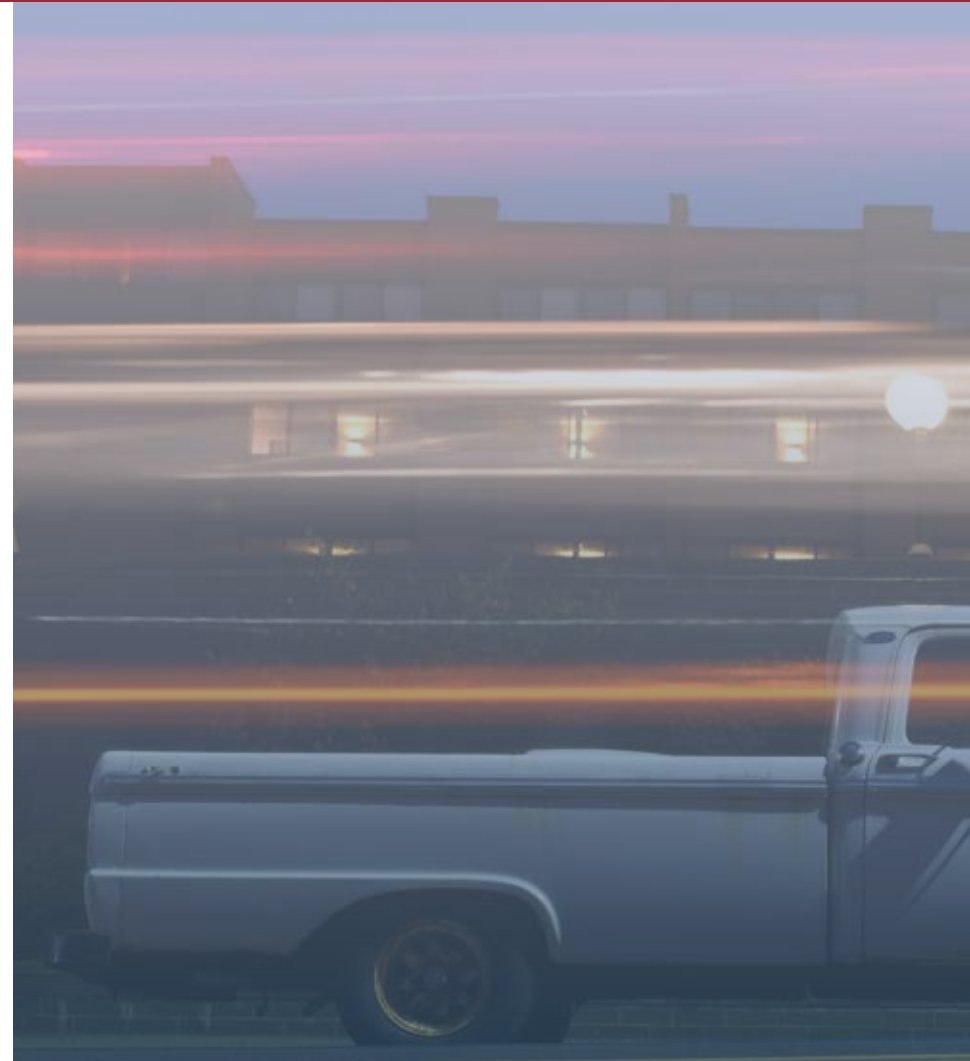
**So are we.**

**ANNUAL REPORT  
2017**



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**The automotive  
aftermarket industry  
is ripe for disruption!**

# Message from the President

"2017 was a very successful year for AIA Canada. We have continued to provide value to the industry by investing in knowledge, advocacy, and creating memorable experiences for our members. To note a few of our key initiatives of 2017, our *'Disruptors in the Automotive Aftermarket: Road Map towards a Sustainable Future'* produced impacting insight, which provided a clearer view of the future of the aftermarket during uncertain times. Additionally, our work on an aftermarket labour market intelligence project, AutoConnect, was initiated with a projected completion date of 2018. The tool will provide functional and timely labour market information for the industry, employers, employees, job seekers, educational institutions, and other stakeholders. AIA Canada also spoke strongly on behalf of the aftermarket to levels of governments on various platforms to ensure the sustainability of our sector.

At last, we finished the year with a big celebration of our 75th anniversary, which perfectly aligned with the celebration of Canada's 150th anniversary. As we continue to change and evolve in a similar fashion to the changes our members are facing, what has remained constant during the first 75 years of our existence is the passion and engagement towards our member companies and their people who make a difference in the industry every day. To our members, volunteers, board members and our AIA Canada staff, happy 75th and long live the Automotive Industries Association of Canada."

“

**...what has remained constant during the first 75 years of our existence is the passion and engagement towards our member companies and their people who make a difference in the industry every day.**

”



*Jean-François Champagne, CAE  
President – AIA Canada*

# Message from the Current Chair

“Our industry remains at the forefront of many disruptive forces. The aftermarket, as we know it, will look very different in the years to come and is arguably undergoing the most significant transformation in decades. The rapid deployment of new vehicle technologies and business models are putting increased pressure on traditional players. The regulatory environment is rapidly evolving to ensure that consumers are protected and the playing field is leveled for everyone. We cannot afford to watch this game from the sidelines.

The mandate of AIA Canada and the strength of the Association have never been more important than it is today. Over the past year, I have seen first-hand the AIA Canada staff in action on the most important issues facing our members. I can confidently say that we are well positioned to take on the biggest challenges facing our industry and making great progress.

As an industry, we are fortunate to have so many great people who generously volunteer their time and talents for the benefit of us all. I would like to personally thank our many volunteers from across the country who supported numerous AIA Canada activities. Thank you!

It has been an honour and privilege to serve as your Chair this year and I would encourage all members to get involved and help shape the future of our industry.”

**“  
The mandate of AIA Canada and the strength of  
the association have never been more important  
than it is today.  
”**



*Dave Fifield, Chair  
Wakefield Canada Inc.*

# Message from the Incoming Chair

“During AIA Canada’s 75th anniversary we celebrated a story of incredible adaptability that continues to position us as Canada’s voice for the automotive aftermarket. Our leadership gives us the wisdom and resources to be a place to welcome the relentless curiosity coming from several stakeholders.

Governments, both federal and provincial, are now looking for reliable research to understand the current automotive landscape and to seek thought leadership in the areas of autonomous, connected and electrified vehicles.

More and more automotive companies are thirsty for knowledge on how these shifts in personal and commercial mobility will allow their businesses to not only survive, but thrive in the near to medium term.

Adding to this current trend, post-secondary institutions want to confirm that their respective curriculums will be relevant to the industry and helpful to the new talent entering our businesses. They also want to better understand their role in upgrading the current skill set required for a prosperous economy.

Our industry continues to be one of the most dynamic and exciting in Canada. As the world gets smaller and moves faster, smart industries are finding similarities rather than differences in order to have influence into a brighter future. I look forward to working with AIA Canada and to continue to focus on bringing the automotive aftermarket together with the convergence of both collision and mechanical sectors, and the many other elements of our amazing industry. The facilitation of this collaborative platform will allow us to have a powerful voice.

Not only are we in a space that is attracting investments to stimulate technological advancements of our sector, but we are also in an industry that enables a basic human right, mobility.

There has never been a better time to be a part of the automotive aftermarket and we must make sure that future Canadian talent is giving this industry a serious consideration as the place for them to build a career!

I am thankful to be part of AIA Canada and look forward to serving as the Chair of the Board in 2018 among our impressive industry leaders.”

**“  
Our industry continues to be one  
of the most dynamic and exciting  
industries in Canada. ”**



*Brent Hesje, Incoming Chair  
Fountain Tire*

# AIA Canada - Board of Directors

## Executive Committee



DAVE FIFIELD  
Chair of the Board  
Wakefield Canada Inc.



BRENT HESJE  
First Vice Chair  
Fountain Tire



JASON BEST  
Second Vice Chair  
Spectra Premium Industries Inc.



DOUG REEVEY  
Immediate Past Chair  
Autotec Inc.

## Directors at Large



RICK ORSER  
3M Canada Company



SUSAN HITCHON  
Schrader Performance  
Sensors



ANNIE HOTTE  
Uni-Select



ERIC KNOGLER  
Sutherland Automotive



PAULA SAYERS  
Canadian Tire Corp.



STUART SULS  
Mr. Lube Canada



TONY DEL VASTO  
Vast-Auto Distribution



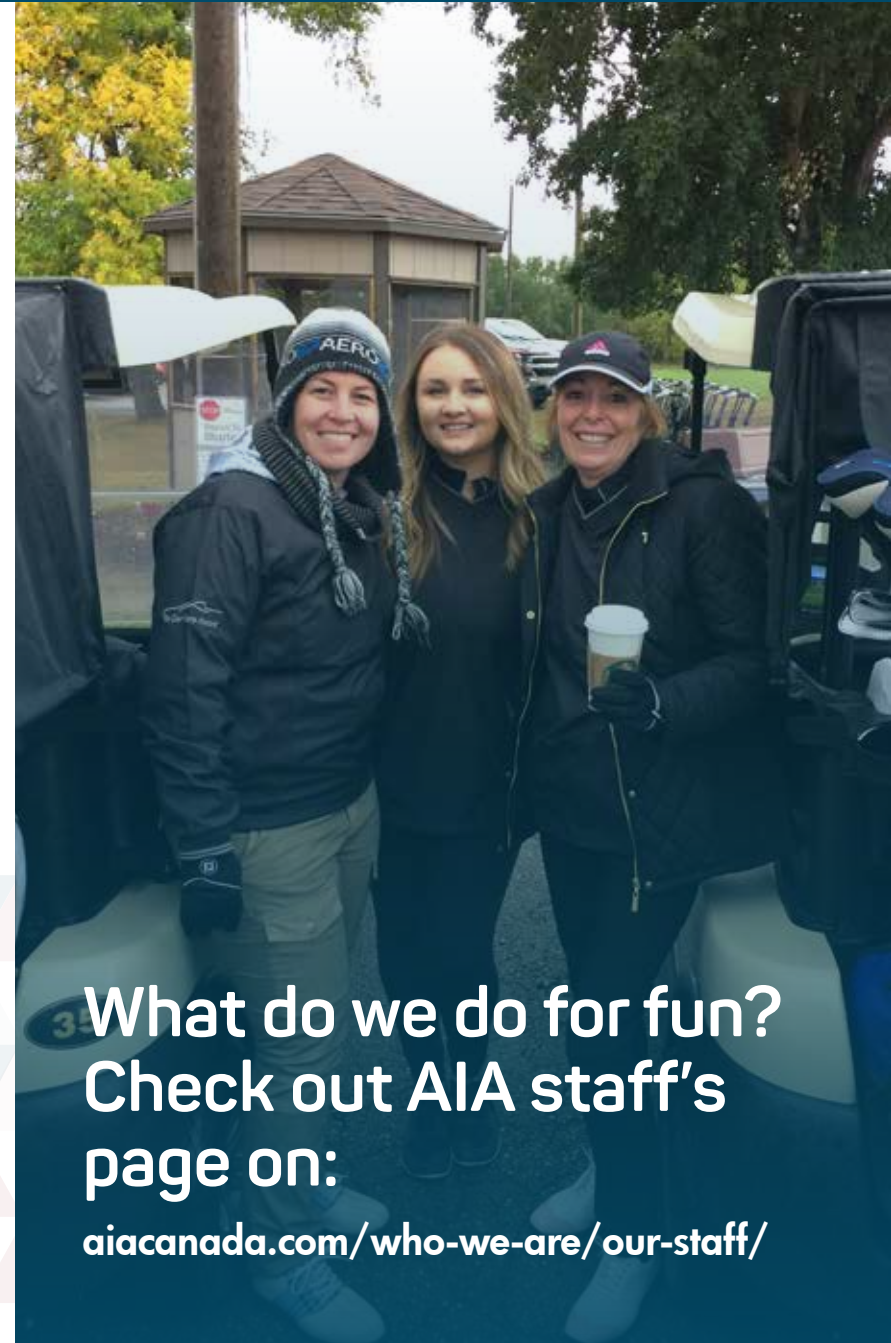
STEVE LEAL  
Fix Auto World



SIMON WELLER  
NAPA Canada

# AIA Canada - Staff

Chris Amaro, Collision Sector Coordinator  
Rosa Azizi, Operations Coordinator  
Natasha Brisebois, Senior Events Coordinator  
Jean-François Champagne, President  
Hayley Chartrand, Membership Coordinator  
Sara Chenier, Business Analyst & AMS Specialist  
Erin Chreptyk, Policy and Government Affairs Analyst  
France Daviault, Vice President  
Michelle Davis, Collision Sales & Marketing Coordinator - Collision Sector  
Courtney DeLaura, Communications Coordinator  
Roger Goudreau, Executive Director - Quebec  
Sebastien Guindon, Graphic Designer  
Nermin Ibrahim, Project Coordinator - Labour Market Intelligence  
Cayla Ireland, Collision Sales & Marketing Coordinator - Collision Sector  
Patty Kettles, Senior Manager - Member Relations  
Didina Kyenge, Executive Assistant to the President  
Rachel Leduc, Project Coordinator - Quebec  
Valerie Miles, Senior Coordinator of Collision Programs  
Ann McEvoy, Finance Coordinator  
Tawny Myers, Senior Events Coordinator  
Luciana Nechita, Director - Public Affairs; Executive Director, AIA High Fives for Kids Foundation  
Brigitte Pesant, Director - Collision Programs  
Shamsia Quraishi, Knowledge Transfer Specialist  
Ibtihal Ridha, Senior Manager - Finance  
Tanya Scheidl, Collision Sector Coordinator  
Mireille Schippers, Manager - Collision Sector  
Andrew Shepherd, Senior Director - Industry Programs; Executive Director, I-CAR



**What do we do for fun?  
Check out AIA staff's  
page on:**

**[aiacanada.com/who-we-are/our-staff/](http://aiacanada.com/who-we-are/our-staff/)**

# Financial Snapshot

## AUTOMOTIVE INDUSTRIES ASSOCIATION OF CANADA

### Statement of Operations – year ended December 31, 2017

Revenues	2017	2016
Programs	\$ 5,198,764	\$ 4,040,866
Membership fees	1,143,857	1,208,394
Other revenues	165,821	256,061
Management fees	162,550	212,550
Strategic partnership	34,082	34,058
	<u>6,705,074</u>	<u>5,751,929</u>
Expenses		
Programs	2,646,874	2,166,652
Salaries and benefits	2,127,395	2,076,198
Administration	367,857	345,548
Projects	333,972	304,384
Rent	291,020	308,037
Travel	253,677	226,163
Services	75,780	81,360
Committees	58,309	87,994
	<u>6,154,884</u>	<u>5,596,336</u>
Excess of revenues over expenses	\$ 550,190	\$ 155,593

### Statement of Financial Position as at December 31, 2017

Assets	2017	2016
Current		
Cash	\$ 293,699	\$ 84,467
Investments	1,937,492	2,296,738
Accounts receivable	141,166	138,193
Prepaid expenses	321,520	240,841
	<u>2,693,877</u>	<u>2,760,239</u>
Investments	1,450,000	810,000
Tangible capital assets	337,337	404,206
	<u>\$ 4,481,214</u>	<u>\$ 3,974,445</u>
Liabilities and Net Assets		
Current		
Accounts payable and accrued liabilities	\$ 565,267	\$ 702,658
Deferred revenues	755,083	647,664
	<u>1,320,350</u>	<u>1,350,322</u>
Deferred lease inducement	107,938	121,387
	<u>1,428,288</u>	<u>1,471,709</u>
Net Assets		
Invested in tangible capital assets	337,337	404,206
Unrestricted	2,715,589	2,098,530
	<u>3,052,926</u>	<u>2,502,736</u>
	<u>\$ 4,481,214</u>	<u>\$ 3,974,445</u>



# The Aftermarket Industry in Numbers\*



The automotive aftermarket industry in Canada is worth **\$21 billion.**



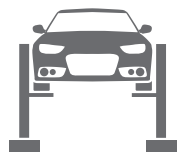
**388,100**  
**CANADIANS EMPLOYED**

Aftermarket employees account for nearly half of those employed in the Canadian automotive sector.



**4,656**

automotive parts and accessories and tire store retailers



**23,050**

general maintenance, collision, glass, and other specialist outlets

## LIGHT VEHICLE STATISTICS



**9.6 years**  
**AVERAGE AGE**

**1.90 million**  
**UNITS SOLD**

**25.6 million**  
**REGISTERED**

**1.55 million**  
**ORPHANED\***

\*"Orphaned" vehicles are classified as vehicles whose parent brand no longer operates or exists in the market.

## WHAT'S IMPACTING THE INDUSTRY?



Ride sharing



Autonomous vehicles



Telematics/ Connected cars

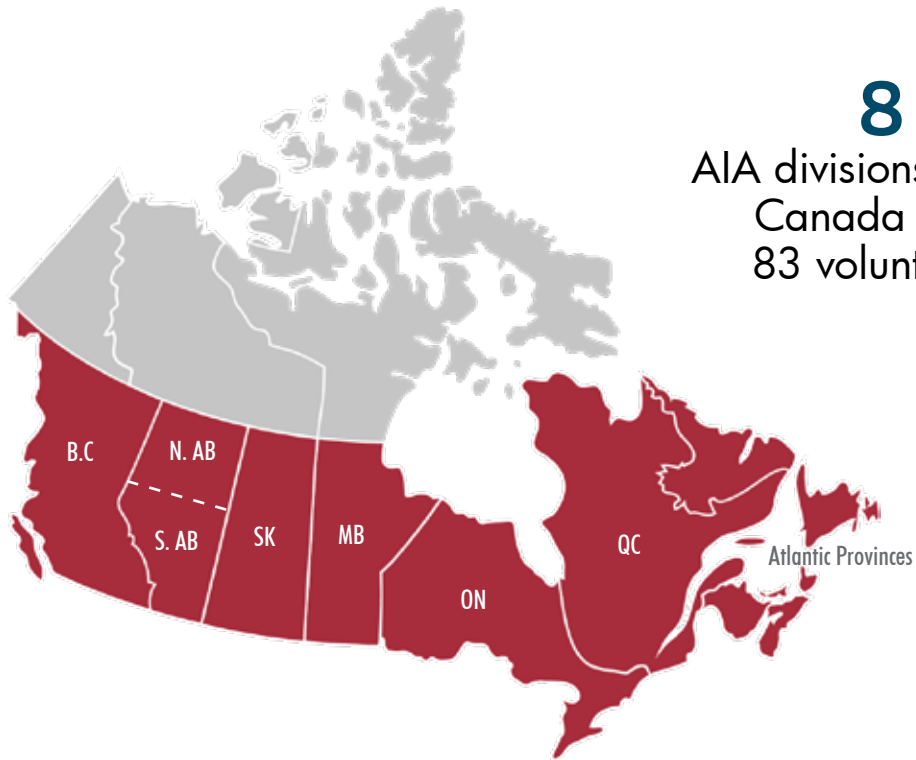


Electric vehicles



3D printing

# AIA Canada in Numbers



**8**  
AIA divisions across  
Canada with  
83 volunteers

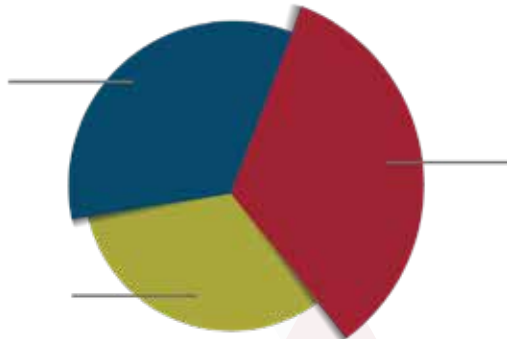
**160+**  
Sponsors supported  
AIA Canada events  
and programs



## COMPARISON OF INDUSTRIES BY EMPLOYMENT

**326,800**  
Natural resources  
(forestry, fishing, mining,  
quarrying, oil and gas)

**289,200**  
Agriculture



**808**  
Member companies

**388,100**  
Aftermarket  
That's almost same  
as the population of  
**OSHAWA, ON**

**202**  
Member companies  
have been AIA  
members for the past  
15-20 years

# Market Research

Innovation, emerging technologies, disruptors, new mobility – call it what you will, the fact is, the automotive industry is changing at a rapid pace that will invariably influence the aftermarket sector. AIA Canada is committed to demystifying these new technologies and their possible impact on the aftermarket sector.

In 2017, we demonstrated that commitment through our cutting-edge market research and policy reports. The much sought-after, *'Disruptors in the Automotive Aftermarket: Road Map Towards a Sustainable Future,'* made the case for how technological change will impact different segments of the industry, while also providing a clear roadmap to navigate those changes. Our Consumer Behaviour Series continued to shed light on car owners' perspectives on repair and maintenance, telematics, and more.

*'The Canadian Collision Repair Industry Yearbook'* added a significant building block in an effort to address the current lack of market information for the Canadian collision industry. Through our research reports, we provide valuable and functional information to help aftermarket businesses develop and grow, making AIA Canada the go-to resource for knowledge on the automotive aftermarket.

**Car Care Information: What Media Channels Are Canadians Using?** is a study of car owners and their attitudes towards vehicle repair information. Understanding what media channels are utilized can provide key answers that can impact communications and marketing strategies of businesses operating in the aftermarket industry in Canada.



**Maintenance & Repair: Views of 2,000 Canadians** explores the behaviours and attitudes of car owners towards vehicle maintenance and repair (M&R); how much priority they assign to M&R; whether a maintenance schedule is followed; the role of dealerships; and more.



**The Connected Car: Consumer Awareness of Vehicle-Generated Data** brings the critical perspectives of the consumer to the table of vehicle data connectivity. It seeks to understand awareness levels of consumers, all the while stressing that vehicle connectivity is a nascent field where future discussion must happen with consideration to transparency, consumer choice, and data protection.



## Collision Sector



**Canadian Collision Repair Industry Yearbook 2017** provides information on the size and scope of the collision industry in Canada. This report is a must-have resource for strategic business planning and for those looking to learn more about the collision repair industry in Canada.

## Industry Disruptors

**The Changing Automotive Landscape: An Introduction** delves into what technological advancements exist and what they might mean for the automotive aftermarket in Canada.



**Disruptors in the Automotive Aftermarket: Road Map Towards a Sustainable Future** is written specifically with the aftermarket industry in mind, this report goes a step further when talking about technological disruptors. It also provides a clear roadmap for the major segments in the industry, along with a timeline of how this change may occur.



# Knowledge Hub

In 2017, we advanced our research, government relations and other activities through our knowledge transfer efforts. The knowledge transfer strategy involves developing targeted communication materials to ensure that information is exciting and easy to understand and share. Our goal is to get the right information to the right people in a way that is meaningful and impactful. In total, we produced more than 50 knowledge products that included factsheets, infographics, data visuals, and presentations. Knowledge transfer aims to increase member engagement and enhance AIA Canada's position as a knowledge source with the government, stakeholders, and corporate sponsors.

## Industry Presentations



## Factsheets



## GR Analysis



## Infographics



# Government Relations

On April 4, 2017, a team of AIA Canada staff and industry stakeholders descended upon Parliament Hill. During twelve meetings, they delivered messaging on innovation in vehicle manufacturing that impacts the aftermarket, access to vehicle data and the workforce of the future. AIA Canada's big win: an invitation from Senator Diane Griffin to testify before the Senate Standing Committee on Transport and Communications for the study on the technical and regulatory issues related to the deployment of autonomous and connected vehicles.



Keeping things fresh, AIA Canada took the aftermarket's perspective to new venues, including a panel event where AIA member Malcolm Sissmore of Delphi, Vince Guglielmo of the Automotive Parts Manufacturers' Association, Barrie Kirk of the Canadian Automated Vehicles Centre of Excellence, and Scott Bradley of Huawei Canada, discussed the way technology is changing vehicles and the impact that these changes will have on the aftermarket.

The Parliamentarian of the Year awards banquet offered AIA Canada staff and industry stakeholders a great networking opportunity with the Hill's movers and shakers.

AIA Canada put a new spin on how information is shared with industry stakeholders by posting briefs online on topics including the NAFTA renegotiations and the proposed tax reforms coming out of the Federal Budget 2017.



# AIA Canada's 75<sup>th</sup> Anniversary



Our accomplishments are the industry's accomplishments, and we are grateful for our members' commitment to the growth and prosperity of the aftermarket.



# Here's to 75 more!



# Programs & Activities

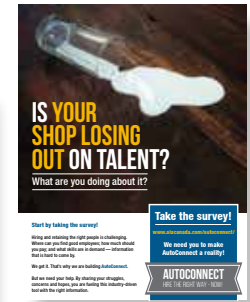
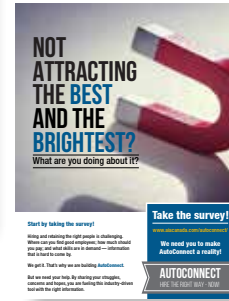


## Our Mentoring Program

The AWAKE mentoring program engages women in the automotive aftermarket industry in a sustainable career development process that enhances their leadership capabilities, builds their strategic network, and provides a valuable benefit to them.

What we do:

- Improve the visibility of women in the automotive aftermarket industry;
- Challenge existing gender stereotypes about women in the industry;
- Provide guidance and support to those new in the industry and those considering a career change;
- Promote the many perks of a career in the automotive industry, including high salaries, pensions, benefits, and training.



## AutoConnect

In 2016, AIA Canada launched the Aftermarket Labour Market Intelligence (ALMI) project with funding from the Government of Canada's Sectoral Initiatives Program. The outcome of this project – a bilingual website called **AutoConnect**, will provide pertinent labour market data that is crucial for industry success.

While those working in the aftermarket will benefit from features such as demographic and compensation data, education and training requirements, and a job aggregator, AutoConnect will also be optimized to attract more students and women to the industry. ALMI is comprised of three phases of research activity:

**Phase 1:** Identification of all the relevant occupations for the aftermarket industry based on the National Occupational Classification (NOC).

**Phase 2:** Four bilingual online surveys targeting managers and frontline workers in the mechanical and collision sectors. Print and online advertisement campaigns were also launched to encourage participation in the surveys.

**Phase 3:** Development and deployment of the website (AutoConnect) and the production of a final report outlining labour market trends and challenges in the industry.

AutoConnect will address key knowledge gaps helping member companies, employees, employers, government, and students to better understand the aftermarket industry. It is expected to launch in the latter part of 2018.



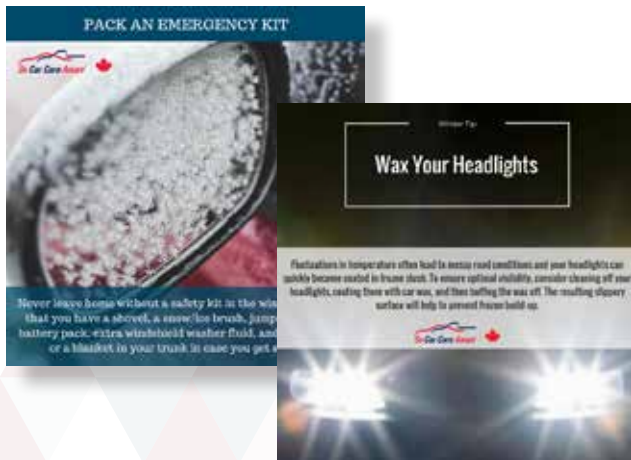
# Programs & Activities



The Be Car Care Aware (BCCA) program and its subsequent social media channels build awareness and help Canadian consumers make informed decisions about servicing and maintaining their vehicles. The program enhances the public image of the aftermarket industry and builds trust between consumers and their service provider of choice.

Shops, wholesalers, and anyone who is involved in the aftermarket industry are welcome to use BCCA material to assist in educating consumers.

For more information on the program, visit [www.becarcareaware.ca](http://www.becarcareaware.ca).



The Canadian Collision Industry Forum (CCIF) provides a national venue for all collision industry stakeholders to network, share information, and collaborate to develop solutions to common industry issues and challenges.

CCIF meetings take place three times per year, in different provinces from coast to coast, and are open to anyone interested in contributing to the future success and sustainability of the collision repair industry.

To learn more about CCIF, visit [www.ccif.ca](http://www.ccif.ca).



**1,200+**

attendees at three  
CCIF events across Canada

**2017 event locations**  
Toronto | Edmonton | Fredericton



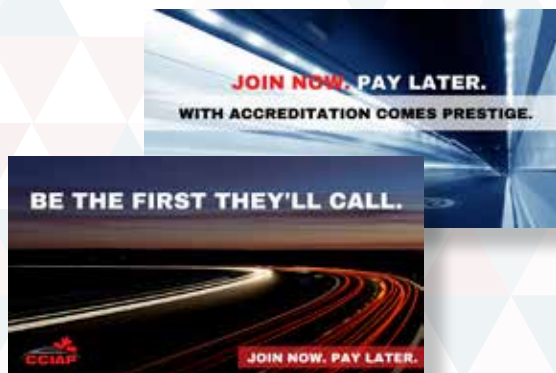
# Programs & Activities



The Canadian Collision Industry Accreditation Program (CCIAP) is a national program, managed by AIA Canada. CCIAP was established to accredit collision repair facilities against a collection of core industry standards. The program establishes business, equipment, operational and training standards, which are required to perform modern collision repairs in a safe and efficient manner.

The CCIAP brand demonstrates to consumers, insurers, OEMs and suppliers that the facility has met the necessary infrastructure and training to repair modern vehicles accurately and safely. CCIAP has the support of major Canadian collision repair chains and prominent independent collision repairers across the country.

To date, over 1,100 collision repairer facilities have registered with the program, and are working towards their accreditation. CCIAP has been created by and for the Canadian collision repair industry. Visit [www.cciap.ca](http://www.cciap.ca) for more information.



**1,100+**

collision repairer facilities from across Canada have registered with the program



I-CAR Canada is a bilingual training and recognition program, run by AIA Canada, which focuses on updating the skills of management and technicians in the collision repair industry so that they can best repair the Canadian vehicle fleet.

In 2017, I-CAR Canada released a number of hands-on skills courses including Squeeze Type Resistance Welding and Rivet Bonding. New technology offerings were also well-represented with the addition of Vehicle Technology Trends and Diagnostics Overview, Vehicle Construction Material Types and Understanding Vehicle Communication Networks. Also, a number of OE-specific courses, covering Volkswagen, Volvo, Honda and Acura, General Motors and Fiat Chrysler Automobiles models, were developed.

In 2017, I-CAR Canada delivered over 15,000 training seats via online, live and webinar methods, and offered almost 70 courses in French.



**128**

courses available live or online, with **4 welding certifications** required by major manufacturers. **15,000+** seats delivered in 2017 across Canada



# Congratulations

## AIA Distinguished Service Award

This award is presented annually to an AIA member who demonstrates dedication and exemplary leadership in support of the development and growth of the Canadian automotive aftermarket industry.

### John Maslack

In 2017, at the AIA 75th Annual General Meeting, John Maslack was honoured with the AIA Distinguished Service Award.

As a member of the North American buying group, The Alliance (Auto Value), and as an AIA member for over 20 years, John and his team have always been strong supporters of the Association.



### Sean Corcelli

During the same event, Sean Corcelli was also recognized with this prestigious award.

Following the wildfires in Fort McMurray in 2016, Sean was instrumental in raising over \$10,000 to support The Justin Slade Foundation, a registered non-profit organization based in Fort McMurray, which provides youth with organized programs, community engagement, and valuable opportunities.

## Young Leader of the Year Award Jason Best

Jason Best, Executive Vice President, Spectra Premium Industries was awarded the Young Leader of the Year Award. The award is presented annually to recognize the outstanding leadership and dedication of a young employee in the automotive aftermarket industry.

Born into the industry, Jason is well-known and respected for his approach to leadership and his ability to share his vision with his team and customers. His enthusiastic approach is visible from the boardroom to the plant floor and everywhere in between. Named Automotive Aftermarket Leader of the Year by Babcox Publications in 2010 and 2014, Jason has been a speaker at many industry events in addition to being featured on numerous occasions in the trade press.



# Congratulations

## **France Daviault:** **Appointed Vice-President of AIA Canada**

In December 2017, France Daviault was appointed Vice-President of AIA Canada and became responsible for the overall operations of the association. France, who recently received her Canadian Association Executive (CAE) designation, has been with AIA Canada since 2014 and played a leading role in developing strategic priorities and building high performing teams. She will oversee the development of the Association's strategic plan, ensuring efficient and successful implementation of all operational plans for membership, events, communications, research and government relations, while identifying future member programs and services.



## **The AIA High Fives for Kids Foundation (H5s4Ks)**

### **Raymond Proulx:** **Incoming Chair**

### **Luciana Nechita:** **Executive Director**

Along with a new visual identity for H5s4Ks, the Foundation elected a new slate of directors, appointing Raymond Proulx, KYB Americas, as incoming Chair and Luciana Nechita as the Executive Director. The new board of directors will spearhead the Foundation's strategic direction and growth, while supporting our members in their charitable efforts.



## **Ben Lalonde:** **Chair of the Automotive Service Provider (ASP) Council**

In 2017, Ben Lalonde was appointed as the Chair of the ASP Council of AIA Canada. Ben is currently the CEO of Rebel Technologies and is committed to bringing the automotive service industry into the 21st century by providing a solution that is intuitive, easy and yet extremely powerful to all stakeholders in the value chain.

# Communications at AIA

In 2017, alongside the monthly newsletter to stakeholders, AIA Canada's communications team provided visually appealing infographics and video promotions that were disseminated across several communication channels, both print and digitally. Specifically, video production was implemented as part of AIA Canada's marketing efforts of services and products.

**639,000**

Website visitors,  
over **1.3 million** page views  
and **101,000+** downloads  
per month on average



93% increase in  
LinkedIn audience



19% increase in  
Twitter audience



15% increase in  
Facebook audience



AIA HIGH FIVES FOR  
KIDS FOUNDATION

FONDATION AIA  
UN COUP DE MAIN  
POUR LES ENFANTS

## CHANGING YOUNG LIVES FOR THE BETTER

The AIA High Fives for Kids Foundation (H5s4Ks) offers both grants and scholarships, supporting local or national registered charities that have programs for the benefit of children and youth. The projects funded by H5s4Ks provide training, equipment, experiences, and assistance so that youth and children can reach their full potential. The Foundation also awards scholarships annually across Canada for students who wish to further their education in the automotive aftermarket.

In 2017, H5s4Ks underwent a comprehensive rebranding effort, resulting in a lively, new identity. The new look and feel coincides with the Foundation's goal of creating brighter futures for children and youth.



**AIA Canada extends a special thank you to the outgoing Chair, Ken Coulter, who has been instrumental in bringing the Foundation to where it is today.**

**FIND US ON:**



**WWW.AIAHIGHFIVESFORKIDS.CA**  
**INFO@AIAHIGHFIVESFORKIDS.CA**





SUN FUND FOR KIDS



LANSDOWNE CHILDREN'S CENTRE



SASKATOON CRISIS NURSERY



THE STOLLERY CHARITABLE FOUNDATION

## HIGH FIVES FOR KIDS DONATIONS 2017:

- YMCA Edmonton
- The Stollery Charitable Foundation
- The Children's Wish Foundation
- Saskatoon Crisis Nursery
- Sun Fund For Kids
- Leading Stars Arts & Education Foundation
- YWCA Sheriff King Home
- ESPACE région de Québec



YWCA EDMONTON



THE CHILDREN'S WISH FOUNDATION



ESPACE QUÉBEC



# \$25,000+

in donations has been directed to charities in communities across Canada in 2017



# Grants & Scholarships

AIA Canada is committed to building a prosperous future for the automotive aftermarket industry and for Canada as a whole by providing students assistance with their studies in the aftermarket.

## Hans McCorrison Scholarship - \$1,000

This scholarship focuses on 5 colleges in Canada that offer the machinist program (NAIT, BCIT, CCNB, Assiniboine, Conestoga).

- Logan Ross, NAIT
- Tobias Donaldson, BCIT
- Vincent D.P.D. Dounemene, CCNB
- Eric Larson, Conestoga College
- Clayton Bone, Assiniboine Community College

## University of the Aftermarket Foundation (UofAF) Scholarship - \$1,000

Annual scholarship for students in secondary school or pursuing post-secondary education.

- Nathan Chun Kit Siu, Carleton University
- David Warnez Woolridge, University of Windsor
- Gregory Gordon Maki, Superior SVI High School
- Ashton Joel Buller, University of Alberta
- Emily Marian Shibata, University of British Columbia
- Alexander L.E. Tatti, UBC Allard School of Law
- Kevin Zhang, McMaster University

As a bonus, a UofAF matching grant is awarded to scholarship recipients who become technicians in the automotive aftermarket after their studies.

### 2017 UofAF Matching Grant Recipient:

Branson Mayne

## Arthur Paulin Automotive Scholarship Award - \$700

Annual award for students pursuing careers in the automotive industry.

- Jeremy E. Chaland, University of Ontario Institute of Technology
- Vincent de Paul Douania Dounmene, CCNB
- Eric J. Elvidge, ABSC Georgian College
- Calvin Kaartinen, Red River College
- Liam Fahlman, Red Deer College
- Ethan Shelton, NBCC
- Akul Singla, ABSC Georgian College

## AIA Canada Divisions

Each year, AIA Canada supports its divisions' scholarships by providing additional funding of \$1,500 to be awarded at their discretion.

### Manitoba:

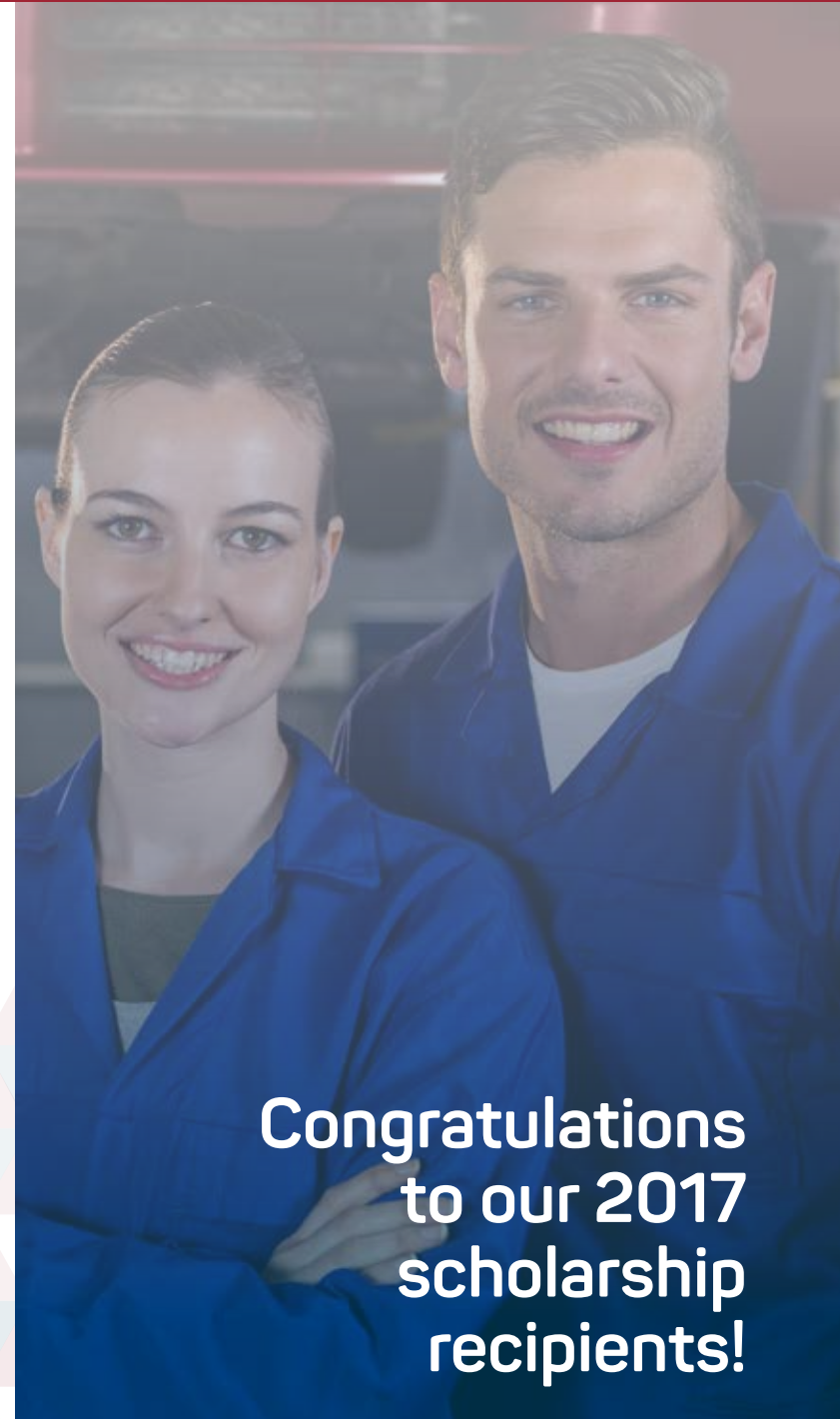
- Tyler Mawer, Crocus Plains Regional
- Austin Ricard, Assiniboine College
- Dawson Kelly, Sturgeon Heights Collegiate
- Walter Geisbrecht, Steinbach Regional School
- Edwardo Garcia, Kildonan East Collegiate
- Jacob Ryan Cheurefils, Lord Selkirk High School

### Saskatchewan:

- Jann Casimiro, Saskatchewan Polytechnic
- Steven Truong, Saskatchewan Polytechnic
- Dylan Cann, Saskatchewan Polytechnic
- Dalton Loustel, Saskatchewan Polytechnic

### Southern Alberta

- Jessica Willes, SAIT
- Brandon Rogan, Red Deer College



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