

# PROBUS GM Minutes August 11, 2016 - APPENDIX I

## Greg Paupst's Profile Slides

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### Greg Paupst - basics

- Born Hamilton, ON, February 20, 1941.
- Raised in Dundas ON.
- Attended Cathedral Boy's High School, Hamilton.
- Graduated B.A., WLU. 1967
- Started work as Industrial Engineer (Time and Motion Study) with Uniroyal Tire Division - Kitchener, ON.
- Retired, 2015

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### Greg Paupst - Our Grandchildren

Grandchildren with their grandparents; Top left to right - Gabi, Cassi, Brenda, Nana and Charlie. Middle left to right - Matt, Ally and Jack. Front left to right Tyler, Me and Sam (Evie was born 3 months following this picture)



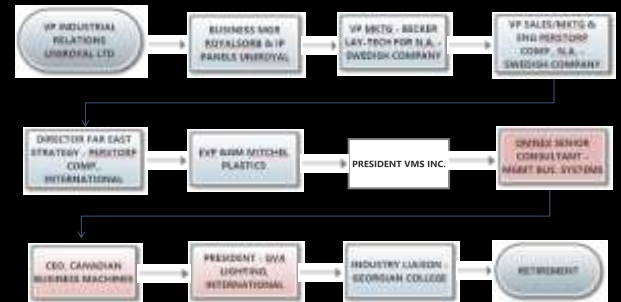
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### My Wife Linda and I



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### Business Career Progression Starting 1976 Through to 2016



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### Greg Paupst - Our Children

- Married Linda Robertson in Oct., 1965.
- Recently celebrated our 51<sup>st</sup> Anniversary.
- Five (5) children & ten (10) grandchildren.
- 11<sup>th</sup> grandchild due Nov., 1965
- From left to right Caroline, Gregory, Joanna, Andrew and Stephanie



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### One Short Business Story

- Toyota, Honda, Nissan, Mitsubishi and other Japanese automakers have collectively invested \$35.4 billion in U.S. manufacturing plants since the 80s - source [www.forbes.com](http://www.forbes.com)
- During the 80s and 90s, while I was VP of Marketing and Engineering for Perstorp Inc. and Director of Far East Strategies I redirected our sales and marketing efforts to concentrate on the New Domestic Automotive Manufacturers (Japanese auto manufacturers). Our strategy was very simple. Go to Japan and make friends with the tier 1 suppliers to the Japanese companies who had come to North America.

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### One Short Business Story

- We did this by way of negotiating Technology Exchange Agreements. A way of sharing technology while at the same time developing friendships and strong bonds with these companies. This strategy allowed us to meet both in Japan and North America with the Japanese OEMs. We were often joined in those meetings by our Japanese partners.
- The strategy succeeded and Perstorp became the number one supplier of vehicle sound abatement products to the North American New Domestic (Japanese) automotive industry

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### Business Gallery

- Manufacturing facility built in Mexico. I was charged with building this facility following a round of successful negotiations culminating in a joint venture company in Puebla Mexico, Perstorp Components S.A. De C.V..



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### Greg Paupst - Business

- Visit to Hirotani Co. Ltd. On the outskirts of Hiroshima to negotiate a technology exchange agreement.
- Some post negotiation energy in the forefront.
- Hirotani is a supplier to Mazda Motor Corporation in Hiroshima.



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### Business Gallery

- My Mitchell Plastics Team and me at Mitsubishi in Japan inspecting a 3000 metric ton injection moulding machine which we purchased to supply product to Toyota for the Rav 4 vehicle.



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### Greg Paupst - Business

- Visit to Shigeru Co. Ltd. in Ota Shi, Gunma Prefecture again for purpose of negotiating a technology exchange agreement.
- Shigeru is owned by the Shoda family.
- Kan Shoda, Chairman to this day remains a friend



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### Greg Paupst - Playing

- *I absolutely love fishing.*
- SOME SAYINGS RE: FISHING!
- May the holes in your net be no larger than the fish in it.
  - The gods do not deduct from man's allotted span the hours spent in fishing
  - And the best - It has always been my private conviction that any man who pits his intelligence against a fish and loses has it coming. ~John Steinbeck




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### Greg Paupst - Playing

- I love to play snooker, chess, bridge, cribbage and read.
- And used to golf, play baseball, hockey and lacrosse.
- I enjoy watching soccer, golf, world pro snooker, basketball, baseball and football.
- Playing my son, Gregory, in our old home in Waterloo, ON.



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### That's Me!

- I have volunteered to serve as your V.P. for the year 2016/2017



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### Thanks For Listening And Watching

