



**ARNE'S**

trailer sales

**WE BUILD 'EM  
BETTER**

March 25, 2007

To Whom It May Concern:

Arne's Welding is classed as a make to order, high variety low volume business, manufacturing construction and specialized trailers for the transportation industry. Arne's has been in business 52 years. We have 93,000 Square Feet of plant and office space and we employ over 100 people.

In early October, 2006 we lost our lean champion /change manager who was responsible for the company's Lean Transformation. This caused us significant concerns, as he gave us very little notice, we had just begun our lean initiatives in May of 2006, and we had lots of half finished projects. We needed continuity in our program and we needed it now.

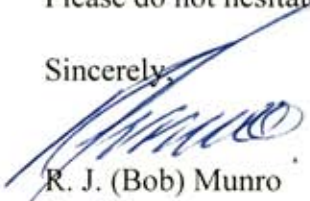
After conversations with George Trachilis where we laid out the terms of reference for the project, we engaged the services of OEM Consultants to provide us with resources to get our lean implementation back on track. Tammy Janz became our full-time resource with support from Pierre Stoute, Ruis Botleho, and George Trachilis.

Our terms of reference with OEM were that we needed to 1) complete what we had started 2) plan and implement the initiatives not yet started and 3) concurrently train two internal people to be the Value Stream Managers of our two main product lines. I am pleased to say that all of these initiatives are proceeding to plan and any issues that we had were immediately addressed by OEM to ensure we sustained the momentum.

OEM have a proven business model, and a diverse consulting group with numerous skills. This core group of talented people are augmented by excellent training material that allow for "one stop shopping" as you transform your business.

Please do not hesitate to call if you wish to discuss our initiatives in detail.

Sincerely,



R. J. (Bob) Munro  
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