



hydraulics Ltd.

January 29, 2004

To Whom It May Concern:

**RE: OEM Consultants Inc.**

It is my pleasure to recommend OEM Consultants to any organization that is serious about implementing change and is willing to put their faith in experts who have comprehensive knowledge and expertise in change management.

We hired OEM Consultants to perform a Gap Analysis comparing our current processes to those of world class manufacturers. OEM Consultant's benchmarking of our organization was thorough, insightful, and of tremendous value to our company. We were so impressed with their findings, we put OEM Consultants and George Trachilis to the test by challenging them to implement their recommendations.

Within one month, our organization has developed a forecast, implemented master scheduling, and developed a customer order entry process which guarantees on-time shipments. Among the benefits achieved to date, the most apparent has been the cancellation of 220 line items from purchase orders that total \$100,000 of unneeded inventory. All this was done with by our existing staff and included their being educated on the overall principles of scheduling and planning and trained on the specifics of applying these principles to our business and MRP system.

The realized financial benefit George and OEM Consultants have brought to BLB aside, having George work with our people has made a significant impact within the day to day well being of company. The knowledge that we are operating to the same standards and practices of world class organizations has inspired and provided purpose to all the people who've been affected by the changes we've undergone.

OEM Consultants have demonstrated a high degree of efficiency in implementing change within our organization and I would not hesitate to recommend them to a non-competitor of ours.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Michael Leach', written over a white background.

Michael Leach, MBA  
VP Sales, Princess Auto, BLB Hydraulics.