

OEM Reference Letter

December 22, 2006

Weldco-Beales Manufacturing is a heavy steel fabricator specializing in heavy equipment attachments and truck mounted cranes. OEM's services were retained in February 2006. The value stream mapping process was deployed, 5S was initiated and visual scheduling and kanban also deployed. Through training provided by OEM Weldco began the journey to Manufacturing Excellence.

The training provided resulted in the education of people on the principles of Lean. A Lean Team was then selected and provided more in depth training. This team began implementing the tools such as value stream mapping, 5S, Kanban and the use of visual whiteboards. Through the services of OEM the foundation was built to continue our Lean journey.

Thanks to Pierre Stoute for his dedication and passion for Lean. Pierre is an excellent instructor on the use of value stream mapping, 5S and Lean 101. Pierre helped to establish the foundation we now build from to achieve the vision of Manufacturing Excellence.

Sincerely,



Tom Clarke
Lean Manufacturing Manager