



March 13, 2014

Mike Bonn
LMI Canada
451 Bird Rd.
Stirling, Ontario
KoK 3E0

Dear Mike:

The purpose of this letter is to show the results I achieved through your facilitation of the LMI Canada process.

- ⦿ The Effective Productivity Program has provided me the tools to set my goals and prioritize my day to day job functions. It allowed me the opportunity to break down my responsibilities and ensure I was allocating sufficient time to the important roles (HPA) and removing any functions/meeting that were not helping to move the organization forward

Through my work with you and the LMI Canada process GlobalMed Inc has many achievements to be proud of:

- ❖ 23% Reduction in amount of on hand raw material inventory (monthly)
From: \$775 000 target To: \$585 000
- ❖ 47% Reduction in the number of keying errors in the shipping department
From: 19% To: 10%
- ❖ 20% Improvements in the leadership of my team due to being empowered
- ❖ 25% Productivity Improvements from the addition of the automatic pallet wrapper

Personal Goals Achieved:

1. Made homemade snacks weekly for my family in an attempt to reduced the amount of processed foods consumed
2. Meet with a personal trainer; on going
3. Completed two business related books; time normally spent reading magazines

I would highly recommend LMI Canada's programs and process, and your facilitation, to individuals or organizations looking to gain the slight edge and improve results.

Sincerely,

A handwritten signature in blue ink that reads "Elaine Davy-Quick".

Elaine Davy-Quick
GlobalMed Inc

April 29, 2013

Mike Bonn

LMI Canada Inc.

Dear Mike,

During the last 6 months I have seen a significant change in how I manage my departments, mainly due to the LMI Effective Personal Productivity program, and coaching from you, that coincided with the course.

Starting with SMART goal setting, the progression through lessons in productivity, for myself and others, enabled me to coordinate my team and its activities towards our common company goals.

During only one quarter of the fiscal year, we are seeing results that almost achieved annual expectations on our main goal of 10% material cost reduction. The result is because of a development of focus and communication of company goals. We are data rich, but the use of that information has been improved, as we learn to focus our effort on the goals.

The company achievements are impressive, but my management ability has also improved. Understanding my personality profile allowed me to consciously improve in areas that were previously hindering my productivity. I now have more of the tools to let me plan how to best get results. My GM has noticed the difference in my performance, for the better.

I have recommended this course for others in my management group, and will continue to use the information in the course to fine tune my management skills, long into the future.

Thanks Mike,

Bill Rivers, P. Eng

Industrial Production Manager

GlobalMed Inc.

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