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August 5, 2019

The Honorable Gretchen Whitmer
PO Box 30013
Lansing, MI 48909

Dear Governor Whitmer,

This letter is to express our appreciation of Michigan Works! and the services they have provided to Metalfab Manufacturing, Inc.

Metalfab Manufacturing, Inc., is a Michigan Corporation that was founded in 1990, located in Oscoda County. It was originally formed to build tooling and equipment for the Tube Fabricating Industry. With over 29 years of experience in building tooling and equipment for others, Metalfab decided in 2003 to enter the tube fabricating market. Metalfab is now established as a premium, high quality tube fabricator. Metalfab plans to further expand as a fabricator using its background in tooling and equipment to seek opportunities to grow and establish long term customer relationships.

Our company currently has 38 employees and, despite our smaller size, competes internationally and domestically to bring manufacturing jobs to northern Michigan. As a tier 2 and 3 supplier, we provide automotive tubing that is later used by some of the largest automotive companies in the world. To continue to survive in this highly competitive arena, our company must seek to make continuous improvements in all areas of our business and manufacturing process. Our employees work diligently to find new ways to increase efficiency, develop more precise methods of manufacturing and better ways to ensure our customers parts meet and exceed their quality expectations. Being a smaller company often means that we simply do not have the same levels of resources available to the larger companies we compete with. MiWorks!, does an excellent job at proactively assisting companies, like ours, in having access to such things training, services, events and to connect us with skilled employees that are vital to our operation.

Over the past several years, we have worked with Alayne Hansen, Business Solution's Professional. Earlier this year she helped secure training dollars to train three of our employees on our new operating software through the Going Pro grant. This EPR software, brings our manufacturing data into a single location to assist our staff in making vital decisions. In 2018 four employees went through 6 Sigma Green Belt training through an Industry-Led Collaborative grant along with five other employers. These employees are now equipped to systematically solve problems and analyze collected data relating to our manufacturing processes.

Metalfab has participated in several student tours, coordinated by Michigan Works! and showed students our facility in recognition of Manufacturing Day, bringing awareness of our industry for future careers. We have also supported many Michigan Works! student events at both Mio Schools, and Fairview Schools including student Mock Interviews, and a Career Day. These events are important to expose students to employers to help instill confidence and social skills in preparation for their futures. Such opportunities are also vital in assisting our outreach to the younger generation of upcoming



workers to convince them that good manufacturing careers are still possible. The loss of key employees in manufacturing, without available workers to replace them, is one of the most daunting challenges many companies are now facing.

In May of this year, Michigan Works! along with MEDC presented to our Economic Development Board programs and services that could benefit our employers and community. Last month, Senator Stamas held a roundtable discussion with our local employers and partners and learned of our community's struggles and successes.

In closing, it is Metalfab Manufacturing, Inc.'s hope to see continued support of MiWorks! They have been a great partner in providing economic opportunity in an area of Northern Michigan that desperately needs it.

Joel Yoder

A handwritten signature in black ink, appearing to read "Joel Yoder", with a long horizontal stroke extending to the right.

President
Metalfab Manufacturing, Inc.