

November 21, 2016

Reference: Globalink Manufacturing Supplier Recommendation

To Whom It May Concern:

Globalink Manufacturing has been a supplier to Shaw Development for a number of years in a progressively increasing manner. The firm has done a superlative job performing well in a demanding market sector.

Shaw Development is a global provider of custom engineered fluid management solutions for heavy duty vehicles. The company was an early investor in product development for globally harmonized emission solutions. This has fueled fairly rapid revenue growth in a market known for harsh operating environments and demanding business conditions. Shaw only brings to market proprietary solutions which amplifies the need to perform at a high level.

Globalink has been a key contributor to Shaw's success in the market. Globalink has provided a range of machined parts that are used in Shaw's manufactured assemblies. There were a number of distinct part numbers with a fairly intensive introduction that was achieved successfully. Moreover, this was done in the manner needed, which can often be faster than scheduled which is not un-common in launch programs.

As the business matured, Globalink maintained superlative performance numbers. Quality and on-time delivery were both at the highest levels of our supply chain. The current supplier scorecard shows Globalink at perfect scores for delivery, quality, technical support and service. In total, the current score is 49 out of 50 points making them a fully preferred provider. Globalink has met all of the requirements to be a "Shaw Development Certified Supplier." They have been nominated internally with the anticipated certification imminent.

The ability to manage stock on site in the US is also a competitive advantage for a provider of low cost country manufactured solutions. That was important to us because of our contractual requirements to ramp up as needed by our vehicle customers. We have also enjoyed having a

representative from Globalink call on us personally to discuss on-going business needs; forecasts; answer questions about quality and inventory levels.

Globalink has met or exceeded all of Shaw Development's expectations. We strongly recommend them to other manufacturers. They have played a key role in our success. We believe they can do the same for you.

The main products on which we conduct business have undergone significant re-design which is changing our work with Globalink, but not our support or recommendation for others to use them. Please consider this my highest recommendation.