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ERIC L. BURKLAND



June 16, 2004

Mr. Dan E. Young
eMedia Solutions
4400 Heatherdowns Blvd. Ste 25
Toledo, OH 43614

Dear Dan:

It's been over a year since the OSHA Walk Through CD-ROM the *OMA* and the *Industrial Learning Alliance* sponsored was shipped at no charge to all of Ohio's 23,000 manufacturers. I'm writing to tell you that it was a **real home run** for all of us involved, and we, and our partners, were proud to be a part of it.

Our public partners, the Ohio Department of Development and the Bureau of Worker's Compensation, reached their objective of developing a method for getting a higher return for their training dollars. The BWC in particular wants to continue, and it's my understanding that they are laying out a program with you to proceed on other topics.

From the OMA's standpoint sponsorship is perceived to be a "value add" to our members enhancing our image and advancing our electronic media strategy. The community colleges who participated loved it, and are continuing to both distribute it from their allotment and use it as a teaching resource. The education community looks upon the project as a method of expanding their market by making training more convenient, higher quality, and more affordable.

We've had a lot of great feedback from the manufacturers themselves. I'm sure you've seen the comments from both the beta test and the ILA web site – and we also continue to get excellent comments from our membership both large and small companies. We did not plan a post shipment utilization study for budget reasons, but believe it is very high from anecdotal comments. I would hope you would be able to do this in the next state.

I'm writing to assure you that we would be happy to serve as a reference as you move from state to state and start to consider other subjects. I feel together we've made a real contribution toward both a safer work place and developing a method of reducing compliance training costs of all kinds.

Please keep me advised of your progress, and advise if I can help.

Sincerely,

A handwritten signature in blue ink, appearing to read "Eric L. Burkland". The signature is fluid and cursive, with a large initial "E".

Eric L. Burkland
President