

AIAM MEMBER HIGHLIGHT



LM Products, Inc. | Lapeer, Michigan

www.lmproducts.us

LM Products Inc. (LMP) is a Lapeer, Michigan-based distributor of military, aerospace and commercial fasteners that serves customers in North America and Canada. The company was established over 23 years ago and is jointly owned by Anita Conant and Carri Koehler.

Carri and Anita spent many years in the banking industry and have leveraged their experience as business lenders, credit specialists and business advisors to prepare the company for the next phase of its lifecycle. It is management's mission to provide support as a trusted advisor to our customers and add value to their projects.

The company had always been a strong presence in the market, even holding its own during the downturn in the economy. However, the previous owner experienced personal issues around 2013 which lead to large sustained losses. Current management purchased the company in 2015 and set about returning it to profitability.

During the past three years, every area of the business was analyzed for profitability and work flow. Procedures were put in place to streamline the processes and get our product out the door on time. Sales have remained level but profits have improved. Unprofitable customers have been re-priced or eliminated, new customers have been added, and solid relationships have been expanded. The company is well-positioned to develop and grow.

Our customers depend on our extensive product knowledge and experience during all phases of their projects. We are a Woman-Owned Small Business and ISO 9001:2015 certified company offering full traceability, a large variety of plating finishes and the ability to customize any of our parts. We have just completed our AS9120 audit and expect to be certified by year-end.

TOTAL NUMBER OF EMPLOYEES

6

All 6 employees are engaged in aerospace activity.

LM PRODUCTS, INC.'S ECONOMIC IMPACT IN MICHIGAN



WHAT OPPORTUNITIES DO YOU SEE EXIST IN MICHIGAN FOR THE AEROSPACE INDUSTRY?

"For over 22 years LMP has been located in Lapeer, MI. Its location along the I-69 corridor does provide us with great logistical access to ship and receive our products. In addition, the state offers a large selection of platers that help us reduce our secondary process costs since we do not have to transport batches too far."

"The opportunities are endless - as anyone who is part of the AIAM knows. AIAM provides all of us with the opportunity to work together and draw from each other's experience in the local market."