

Recreating a Company's Formula for Success Streamlines Operation



Strategy: Quickly answer the “Why” and “What” of the problem and re-create a “formula.”

Revenues had dropped from \$22M to \$15M. **Customers** were leaving, and no one knew why or what was causing the dissatisfaction. After Jacquard's Assessment, the focus became marrying new **production** rules with key **customer service**. Formalized staff **meetings** focused on performance and urgency. Machine utilization and maintenance schedules were closely connected to a formal production **schedule**.

Success Thread™	Profit Projects®	Highlights & Client Comments
Customer Focus	<ul style="list-style-type: none"> Pricing on the Periphery Touch Plan #1 & #2 	Increased penetration in 3 of the top 5 customers
Financial Discipline	<ul style="list-style-type: none"> Cash Flow Management & Modeling #1 and #2 Accounts Receivable 	Provided tools to help manage cash and increase cash flow. <ul style="list-style-type: none"> Immediate cash improvements resolved the need for a \$250K cash infusion by owner
Operational Speed	<ul style="list-style-type: none"> Production Scheduling #1 Inventory Reduction Equipment & Die Maintenance 	Implemented formal production and release processes <ul style="list-style-type: none"> Reduced product cycle time from 31 to 7 days
Leadership Practice	<ul style="list-style-type: none"> Management Reporting Systems 	<i>Managers aligned through weekly staff meetings and service to key customers improved.</i>

At a Glance

: The Client

Closely held forging company, primarily serving off-road and other capital equipment OEMs for customers throughout North America.

: The Goals

Identify and fix dropping sales numbers and customer losses.

: Project Time Line

16 weeks

: The Impact *More Profit!*

- Increased revenue by \$190K per month
- Pricing increases netted \$175K

: The Impact *Lower Costs!*

- Reduced inventory by \$240K

The Bottom Line: “It has been years since Jacquard helped us re-create our formula and we are still using the customized books, handouts and processes today that they set up with us.”

Jacquard Associates is a team of hands-on, roll-up-your-sleeves business professionals who help clients identify strengths, raise expectations and improve the way they do business. We help **motivate** people, **streamline** processes, **impose** financial discipline and **create** systems to yield better customer service, faster turnaround, improved sales and enhanced profits.

Our single goal is to provide clients with tools to improve business performance fast. Organizations typically are full of opportunity. Owners and executives have great ideas and increasingly urgent needs. We specialize in transforming those **Ideas to Action** through a set of simple, proven, proprietary tools for improvement. A client's customized program of Ideas to Action may include:

- **One-to-One Coaching**, to develop mission-critical personnel
- **Wonderments®**, highly revealing and effective mini-projects demonstrate the impact of executing fundamental improvement opportunities
- **Profit Projects®**, longer-term improvement initiatives tailored to the client's needs and implemented by Jacquard and the client's team

Jacquard Associates also helps companies and industry groups develop **performance improvement expertise** through seminars, workshops and focused roundtable discussions.

Work with us is easy. We connect the dots between entrepreneurs, managers, investors, and bankers. We also perform certain services that other turnaround firms may not provide, and we are able to seamlessly integrate with any existing professionals in situations that warrant it.

Last but not least, **we put our money where our mouth is:** our fee structure is tied directly to our performance.

To learn more, call us at 847.945.8700 or visit us at www.jacquard.com.

Industries Served

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Automotive Aftermarket
Bicycle Parts
Cases “sample and department store”
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Clothing
Consumer Auto
Electrical Assembly equipment
Electrical Components
Fabric Printing
Food Consumer, Staples, Flavoring
Forgings
Grinding
Home Builders
Jukeboxes
Kitchen Assemblies
Medical Equipment
(hospital and private practice)
Medical Test Equipment
Metal Forming
Mops
Packaging – dangerous material
Packaging – temperature controlled
Packaging Materials
Plastic Extrusion (consumer parts,
plastic wood, electrical parts)
Point of Sale Displays
Printed Circuit Boards
Printing (commercial, display,
label and fulfillment)
Specialty Albums
Test Automation
Valve Regulators
Vending Machines

Distributors

Collectibles
Electronic Assembly Equipment
Ethical Drugs
Exotic Metals
Factory Automation
Fulfillment (various)
Ice Cream
Janitorial Supplies
Jewelry
Manufacturing MRO Supplies
Medical Supplies
Screen Printing
Specialty Foods
Used Production Equipment
Wholesale Foods
Wines & Beverages

Service

Audio Visual Systems
Banking – mid market lending
Communication Software
Contractors (general, electrical,
HVAC and plumbing)
Engineering
Environmental Testing
Industrial Cleaning and Coating
Investment Bankers
Marketing
Point of Sale Marketing
Public Accounting
Publishers
Surveyors
Telephone Systems

Retail

Carpeting
Clothing
Jewelry
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Toys