

Increasing Profits Nets Over \$1 Million Annually

Strategy: Clean up production scheduling and increase overall communication

The company was operating multi-divisions with significant P/L losses and **cash flow** problems. Contributing factors included high headcount, poor **communication** with suppliers and customers, high **inventories**, long lead-times and excessive rush deliveries. Jacquard introduced Profit Projects® to address communication, customer service issues, production scheduling, and inventory.



At a Glance

: The Client

Family-owned company servicing the worldwide needs of hospital vacuum and medical air pumping systems, as well as medical suction and regulation equipment for use in healthcare institutions.

: The Goal

Stabilize the company and prepare it for sale

: Project Time Line

4 months

: The Impact More Profit!

- Annualized profit increased over \$1M in a \$21M company

: The Impact Lower Costs!

- Reduced inventory by \$500,000 over a 4 month period
- Overall headcount reduced from 134 to 108 in 6 months

Success Thread™	Profit Projects®	Highlights & Client Comments
Customer Focus	<ul style="list-style-type: none"> • Product Line Management 	Focused on the concept "One Phone Call Sale." Implemented documentation standards, pricing controls, product training and introduced a Master Catalog.
Financial Discipline	<ul style="list-style-type: none"> • Cash Flow Management and Modeling #1 	Provided the tools to help manage cash and predict cash flow. <ul style="list-style-type: none"> • Improved A/R Days from 46 days to 32 days
Operational Speed	<ul style="list-style-type: none"> • Production Scheduling • Inventory Reduction 	Increased inventory turns and improved on-time delivery performance. <ul style="list-style-type: none"> • Increased OEM division on-time performance by 40% and improved revenues

The Bottom Line: A lean, thriving company more than ready for a profitable sale.

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

Manufacturers

Automation – very small to very large
Automotive Aftermarket
Bicycle Parts
Cases “sample and department store”
Cleaning Supplies
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
Music and Games
Restaurant Chain
Toys