

Cost Reduction Services

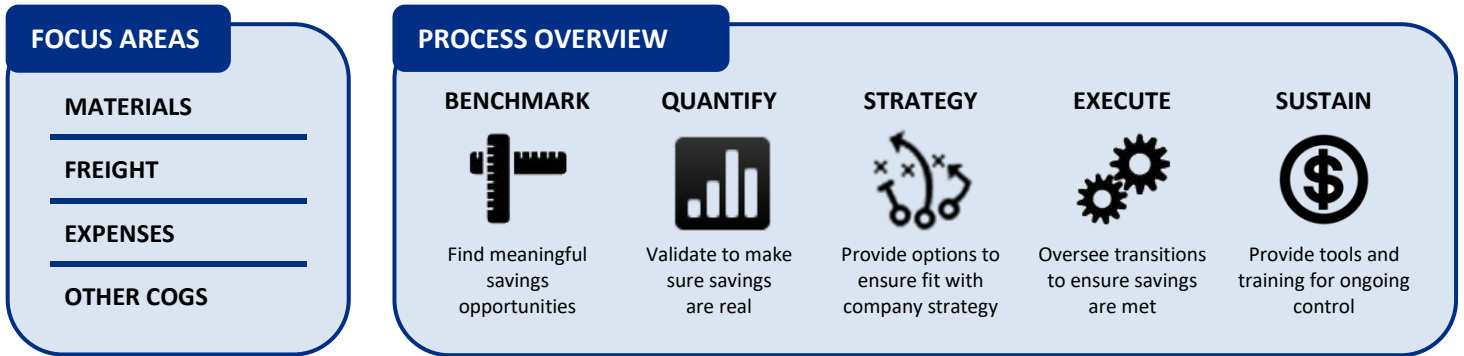
WORLD CLASS SOURCING
MIDDLE MARKET FOCUS

OVERVIEW

We help lower & middle market companies increase profitability through material cost improvements, indirect expense reductions, and manufacturing efficiencies. With hands-on experience in private equity and on the front lines of manufacturing and purchasing, we bring a unique perspective and a history of results to manufacturing and value added distribution businesses.

OUR PROCESS

Our process is optimized for lower & middle market companies. During execution, we balance “do it for me” with “do it with me” to avoid taxing resources while ensuring the team has the tools and training to sustain results.



FORSYTH ADVISORS IS UNIQUELY QUALIFIED TO IMPROVE EARNINGS

Operational Perspective

As career manufacturing, distribution, and purchasing executives we understand the importance of structuring long term solutions that benefit both the front lines and the bottom line.

Big Company Toolkit

Our executives have deployed a wide variety of supply chain and manufacturing best practices at several world class companies, including General Electric.

Private Equity Experience

Having been private equity employees, we understand the goals and constraints of operating companies. We ensure results are sustainable through complimentary acquisitions, organic growth, and divestiture.

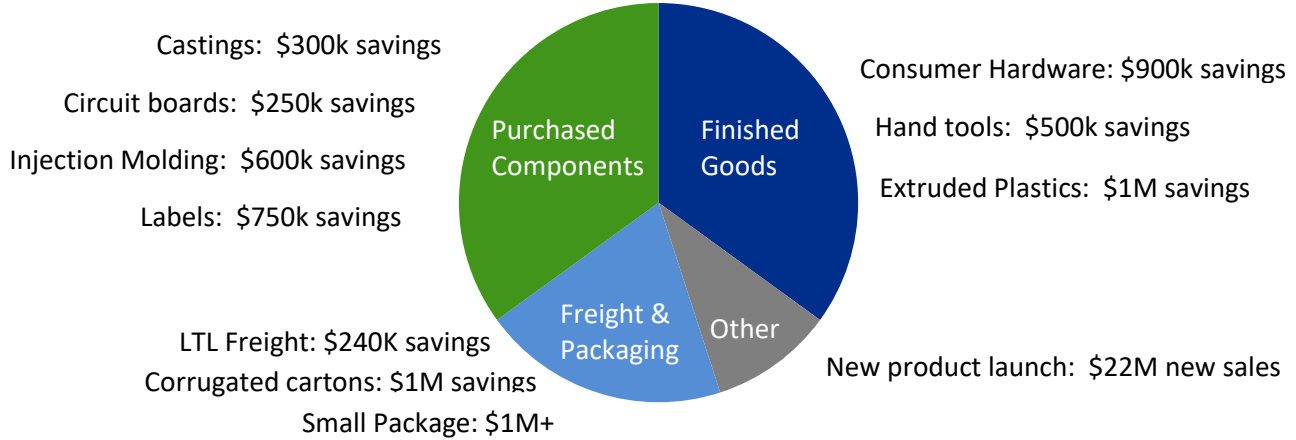
Small Company Success

Over the last 10 years, we have worked exclusively with lower & middle market companies, demonstrating success across dozens of industries.

OPERATING EXECUTIVES • PRIVATE EQUITY EXPERIENCE • MIDDLE MARKET FOCUS

EXAMPLE PROJECTS





















Our broad approach uncovers significant cost reductions in diverse industries and categories. Project examples include:



CLIENT FOCUS

- PRODUCT BASED BUSINESS
- \$50M TO \$750M ANNUAL REVENUE
- COLLABORATIVE MANAGEMENT TEAM
- FINANCIALLY MOTIVATED

REPRESENTATIVE ENGAGEMENTS

 Riverbend Foods <i>a portfolio company of</i>  Soup & Baby Food	 Saxco International <i>a portfolio company of</i>  Rigid Packaging	 HABA <i>a portfolio company of</i>  Pool ChemicalsPool	 POLAR CORPORATION <i>a portfolio company of</i>  Tank Trailers	 PLZ AEROSCIENCE CORPORATION <i>a portfolio company of</i>  Aerosol Filler
 WEAVER LEATHER <i>a portfolio company of</i>  Equestrian Products	 WINERY EXCHANGE BUILDING BRANDS WORLDWIDE <i>a portfolio company of</i>  Private Label Wines	 SHUR-LINE SURE YOU CAN™ <i>a portfolio company of</i>  Paint Sundries	 ETS-LINDGREN An ESCO Technologies Company <i>a portfolio company of</i>  Test Equipment	 Cobra <i>a portfolio company of</i>  Consumer Electronics