



## OVERVIEW

Forsyth has engaged with numerous private equity owned industrial product companies on a wide range of cost savings projects.

### TRAILER COMPONENTS MANUFACTURER

Our client was primarily sourcing in China but took on a broad initiative covering castings, forgings, machined parts, specialty automotive parts like tires, brakes, ocean freight and ground freight. Generated savings ranging from 15% to 35%.

### HIGH PRESSURE TANK TRAILER MANUFACTURER

Forsyth assisted with effort to bring tank manufacturing in-house by finding and qualifying sources for large, ASME code welded, fabrications. New sources identified by Forsyth were at 70% savings, which was critical to the cost justification of the insourcing effort.

### AEROSPACE HYDRAULIC FILTER MANUFACTURER

Forsyth found competitive sources for investment castings that lead to a successful renegotiation with the incumbent supplier that turned a proposed increase into a significant savings. We also identified and qualified suppliers for machined parts at a savings.

### PROPANE MEASUREMENT EQUIPMENT MANUFACTURER

Forsyth achieved savings of over 50% on machined parts used in propane meters (e.g. gears, pinions, etc.). We also pursued 40%+ savings on aluminum sand castings, which needed to withstand high pressure (over 1500 PSI) without exploding.

### TRAILER POWERCONTROL UNITS MANUFACTURER

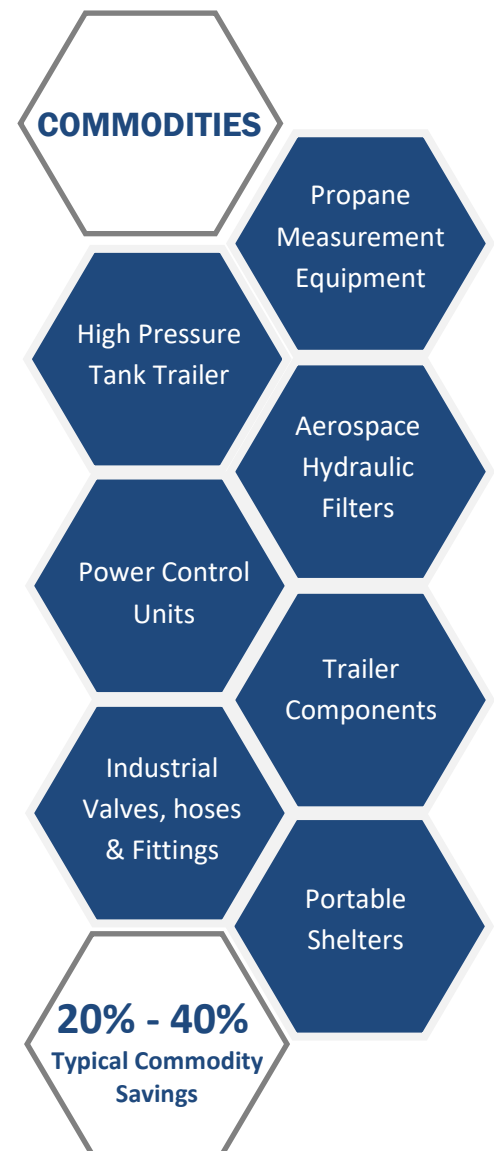
Asian competitors were entering the market with a low-end product below their cost. Forsyth was brought in to develop a new product to be a price fighting brand. We were able to modify the design and find new sources to develop a product at more than a 70% cost reduction, which allowed them to enter the low-cost market.

### PORTABLE SHELTERS RETAILER

Our client sold portable shelters for trade shows, living quarters, storefronts, etc. The original production strategy was to modify 20-foot shipping containers. Forsyth found that manufacturing custom shelters offshore could have equal or better cost and dramatically improve the flexibility, allowing access to additional markets. We identified and developed the supply chain to realize production of custom shelters.

### INDUSTRIAL VALVE, HOSE AND FITTING SUPPLIER

Changed suppliers for food grade, high pressure water hoses at 60% savings. Changed suppliers for valve body castings at 30% savings.



*Forsyth Advisors is a strategic sourcing firm that works primarily with portfolio companies of private equity firms on cost reductions to middle market companies. For more information, please contact: Nate Overboe at [noverboe@forsythadvisors.com](mailto:noverboe@forsythadvisors.com) (314) 398-1377.*

