



## THE COMPANY

The Company is a USA Midwest leader in building specialized tools and progressive dies and producing high volume, precise metal stampings.

## THE CHALLENGE

In today's rapidly-changing / ultra-competitive automotive marketplace, maintaining a full-service, in-house tooling and metal stampings business can be a very costly proposition for any manufacturer, that involve large outlays in equipment, inventory, storage and staffing. The Company's pressure to reduce costs was being dictated by their largest automotive customers. For example, customers were requesting 20 to 30% price reduction from existing domestic production costs. The Company's ultimately offshore strategy is to have new cost-effective and more efficient offshore alternatives while maintaining maximum employment levels in their domestic operations.

## THE SOLUTION

### *The Full Range of PGL Services*

- *Evaluated suppliers in Asian market*
- *Created comprehensive report on key suppliers in China, Taiwan, Singapore and Korea*
- *Established three qualified suppliers*
- *Implemented quality control procedures*
- *Assisted Company's engineering dept in working directly with new Asian supplier.*
- *Trained Company staff to work directly with Asian source*
- *Assisted in negotiating terms/conditions/logistics with Company's new Asian suppliers*

The solution to the Company's die production, management and fulfillment challenge was found under the umbrella of PGL Global services. PGL was engaged to evaluate potential suppliers in the Asian market, and completed comprehensive investigations and evaluations of those suppliers in multiple countries. Because of the difference in cost structure, there are only a few qualified suppliers that can produce progressive dies that meets the company's standard. PGL established three qualified suppliers and implemented a quality control program that would support the Company on all orders placed with evaluated suppliers. We assisted the Company's engineering department to work directly with the new Asian suppliers, and trained the Company's staff to also work directly with the new suppliers. PGL assisted the Company in negotiating all the terms/conditions/logistics between the Company and the supplier, and facilitated the transaction to the front door of the Company, in many cases, under extremely tight delivery schedules.

PGL is an offshoring superstore, where the Company found all the services it needed to optimize its offshore functions and business needs, including Sourcing management, Facility Reviews, Quality Control Service, Logistical support and on going facilitation. PGL's complete solution helped the Company save time and money, from strategic planning to new market entrance. Our global capability enables us to duplicate this process in all major emerging market, China, India, East Asia, Central and South America, and soon in Eastern Europe.

PGL solution includes the following three main areas:

- *Low cost country sourcing*
- *Emerging market entrance*
- *Foreign partnership, joint-venture or subsidiary set-up*

To learn more about our services or receive a free evaluation, please visit our website: [www.pglglobal.com](http://www.pglglobal.com), or call 216.591.0846.