



THE COMPANY

The company is a full line, disc brake caliper remanufacture serving the automotive aftermarket located in the USA Midwest region, with customers in the United States, Canada and Latin America.

THE CHALLENGE

Lowering the overall cost of remanufactured parts and developing new component parts business were the top priorities for the Company. Creating brand image through the development of its own private label was an additional challenge the Company needed to address as it identified additional complimentary products for both the US and Asian markets. Ideally, the Company needed to find high quality remanufactures of brake calipers, pads and pistons that met both quality, pricing and delivery pressures dictated by a highly competitive global automotive market.

THE SOLUTION

The Full Range of PGL Services

- *Evaluated suppliers in Asian market for each product category*
- *Created comprehensive report on key suppliers*
- *Established three qualified suppliers in each category*
- *Implemented quality control procedures*
- *Trained Company staff to work directly with Asian source*
- *Assisted in negotiating terms/conditions/logistics between Company and Asian suppliers*

We started the process by assisting the Company in identifying the best opportunities and mapping their global strategy. We rationalized existing offshore suppliers with new, well qualified candidates. We evaluated the industry, identifying the industry strengths in specific regions. PGL was able to complete a quick and thorough evaluation of the market and picked top suppliers that have experience working with US industry leaders among hundreds of commodity type product manufacturers. We also assisted the company in evaluating the most beneficial trade shows to attend in China.

Once the offshore partner(s) was selected – PGL Global systematically arranged and managed the entire process to include delivery to the Company. The Company used and/or had access to all asset management drivers featured by PGL, including Sourcing management, Facility Reviews, Quality Control Service, Logistical support and on going facilitation – all tailored to the specific needs of the Company.

PGL is an offshoring superstore, where the Company found all the services it needed to optimize its offshore functions and business needs. PGL's complete solution helped the Company save time and money, from strategic planning to new market entrance. Only through the availability of the dynamic 'one-stop shop' global approach provided through **PGL Global** can a company comfortably reduce or eliminate high-overhead cost centers and concentrate their full attention on servicing their customers at the most competitive pricing. 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, or call 216.591.0846.