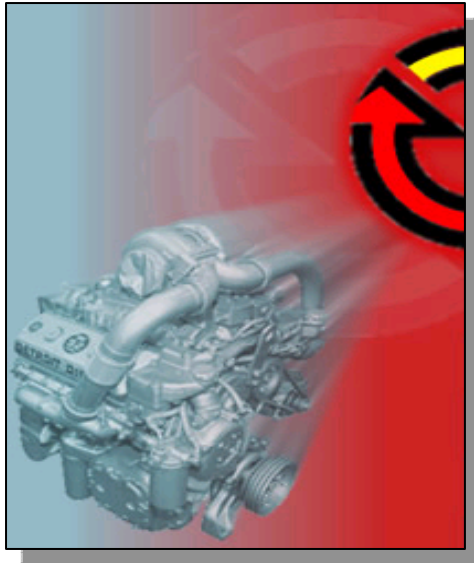


Fuel Engine Products Manufacturer



Challenges

- ❑ Installation of a pull manufacturing system
- ❑ Installation of an enhanced ABC inventory system
- ❑ Remove barriers to free up cash

Executive Summary

- ❑ Designer/manufacturer of aftermarket and remanufactured products for diesel and alternative fuel engines
- ❑ Facing major declines in market share
- ❑ Cash preservation was important due to LBO
- ❑ Overall operating performance needed to be improved to restore profitability

Results

- ❑ Order fulfillment cycle time reduced 45%
- ❑ New Product Introduction accelerated 47%
- ❑ Inventory as percentage of sales fell to just over 8% (50% reduction from when TGI arrived)
- ❑ Revenues increased \$340M per year
- ❑ Gross profits increase 46%
- ❑ Improved efficiency which reduced average costs and allowed client to recover vital market share