



RESULTS NOT REPORTS

AMERICAN MANAGEMENT SERVICES

SUPPLIER CASE HISTORY #9948

Client Profile

A \$5.5 million Mid-Atlantic supplier of lacrosse equipment to retail outlets & school districts. 70% of the company’s business is conducted over three months of the year, resulting in losses and heavy bank debt. American Management was hired to develop a plan for profitability, implement a cash management process and smooth down times.

Programs Implemented

- Created an inventory control system
- Assisted in expansion of business operations
- Developed a flash reporting system

Results Achieved

- Established a system to track cycle counts, resulting in more accurate inventory records
- Negotiated vendor discounts, resulting in an annual savings of \$35,000
- Identified sales opportunities in target area
- Assigned the task of managing the marketing and sales in new territory to owner
- Enabled owner to compare performance weekly against plan
- Problems identified and resolved quickly
- Owner able to take home a bonus of \$100,000

CHALLENGES

BEFORE

AFTER

RESULTS

Credit Line

Overdrawn

Payment

Reduced \$150,000

Sales Process

Seasonality

Expanded

Increased 47%

Profitability

Undefined

Defined

Improved \$300,000 annually

3-YEAR CLIENT RETURN ON INVESTMENT 228%