



Buddy Bar casting

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Our company, Buddy Bar Casting, is a family owned and operated manufacturing factory located in South Gate, California. We have been in business for 67 years and employ nearly 150 people. We have the 4th generation of family involved and we continue to try and keep pace with the ever evolving, or devolving, business environment in California.

Earlier this year, we contracted the consulting services of Jeffrey Brown and Associates to help redirect the company after finding ourselves floundering in an economy in which we should be making the best profits of our existence. We were losing money even though the revenue of the company continued to grow. These financial pressures were putting a strain on the company, our employees, and an unwanted tension on the family dynamic.

In the short time that Jeff has been working with us, we have found a new sense of energy in our partnership. Through his leadership, we have begun to develop a strategy to turn the company around by analyzing and measuring costs involved in every aspect of our processes. We had tried for years to get an exact handle on our costing and part pricing and had come up short every time. Jeff helped us to formulate the data gathering method, the true cost analysis formula, and a strategy of informing our customers on impending pricing adjustments. With his help we have analyzed, adjusted and confirmed our financial reports and we are now able to identify areas of concern. Also, for the first time in our history, we can now forecast order levels, cash flow, and profitability. Jeff is also guiding us in an effort to legally protect the assets of the company that have been dangerously exposed to the risk of outside legal challenges.

There are numerous other changes and improvements the Jeff has helped us to bring into focus including an array of accounting changes and strategies, minimum wage issues, sales tax analysis, job training credits, information technology improvement, production maximization, production relocation, overtime issues, and many more, all instituted within this last year. However, with all that being said, it is my opinion that the most important impact that Jeff has had on our company is his guidance in the building of financially sound strategy with a solid business methodology in order to build a reliable foundation for the next generation. Plus, he is nice guy with a good demeanor!

Regards,

Mike McKeen - Partner in Buddy Bar Casting