

Some Recent Consulting Projects

<u>PROJECT</u>	<u>INDUSTRY</u>	<u>OBJECTIVES</u>
Market Analysis	Converted Paper	New product introduction
Market Analysis	Micro Computers	Increased sales of allied product
Market Analysis	Test Instruments	Size the market, identify competitive advantage
Market Analysis	Specialty Gases	New Product Introduction
Market Analysis	Commercial Printing	Identify new customers, increase sales
Market Analysis	Folding Cartons	Image analysis, identify competitive advantage
Market Analysis	Plastic Bottles	Image Analysis; identify key critical success factors
Market Analysis	Specialty Chemicals	Image Analysis; identify key critical success factors
Market Analysis	Automated Guided Vehicles	Amalgamate two companies, identify competitive advantage
Market Analysis	EDP Labels	Expand into new markets
Market Analysis	Paper Coating/Laminating	Product introduction, capital appropriation decision
Market Analysis	Beer	Image Analysis, develop competitive strategy
Market Analysis	NC/CNC	Identify competitive forces, issues
Customer Survey	Packaging	Identify market trends, key issues
Customer Survey	Packaging	Introduce Statistical Process Control
Supplier Survey	Flexible Packaging	Introduce Just in Time Inventory Control
Industry Analysis	Office Products	Image Analysis
Industry Analysis	Plastics	To compete more effectively in Quebec
Industry Analysis	Paint	Industry entry
Industry Analysis	Baking (bread)	Identify state of the industry, market trends
Industry Analysis	Direct Mail	Identify trends, new opportunities
Industry Analysis	Plastics	Identify key order winning criteria, factor for success
Acquisition Evaluation	Commercial Printing	Due diligence, to confirm payback period

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Acquisition Evaluation	Office Products	Due diligence, to investigate salary levels of Sales Reps, analyze customer's perceptions
Acquisition Inquiry	Fabricated Metal Products	To acquire Canadian subsidiary
Competitive Analysis	Plastics	To identify competitive advantage in manufacturing
Competitive Analysis	Specialty Chemicals	To develop competitor database
Competitive Analysis	Tobacco	To defend attack from competitor
Competitive Analysis	Book Printing	To identify competitive response to shrinking market
Competitive Analysis	Extruded Metal Products	To identify areas of vulnerability with competitor
Competitive Analysis	Commercial Printing	To identify competitor's strategy in specific product area
Competitive Analysis	Waste Management	To defend against attack on customer base
Business Plan	Food	Identify market, develop strategy for penetration
Economic Study	Plastics	Identify strategy for survival under Free Trade
Strategic Plan	Industrial Coatings	Five year plan
Strategic Plan	Architectural Services	Five year plan
Strategic Plan	Custom Forgings	Three year plan
Industry Analysis	Office Products	Determine Viability of a joint venture
Industry Analysis	Pressure Sensitive Labels	Penetrate the US market
Market Analysis	Biotechnology	Identify buying behaviour
Strategic Business Assessment	Custom Plastic Molding	Identify/overcome barriers to growth
Strategic Business Assessment	Plumbing Components	Identify/overcome barriers to growth
Strategic Business Assessment	Transportation Equipment	Identify/overcome barriers to growth
Strategic Business Assessment	Precision Machining	Identify/overcome barriers to growth