

## Representative Consulting Engagements

### **Industrial Chemicals Manufacturer**

Southwestern PA and Western Ohio

#### ***Strategic Options Analysis***

To identify Management's options to address significant default and debt restructuring issues with senior lender, combined with performance issues with largest customer.

### **Plastics Molding Manufacturer**

Northwestern Pennsylvania

#### ***Strategic Options Analysis***

To determine the Family's strategic and financial options following a series of events which led to a void in senior management, as well as loss of key customer relationships.

### **Retail Hardware Distributor**

Northwestern Pennsylvania

#### ***Strategic Options Analysis***

To more clearly understand the Owner's strategic and financial options based on the significant erosion of business to larger competitors.

### **Industrial Systems Distributor**

Western Pennsylvania

#### ***Strategic Options Analysis***

To clearly understand the remaining Shareholder's strategic and financial options following the unanticipated death of the founder and CEO and the exodus of a few key employees.

### **Steel Products Manufacturer**

Central Pennsylvania

#### ***Strategic Options Analysis***

To determine how to resolve issues with its senior lender and another key stakeholder in the context of declining financial trends and customer markets.

### **Business Services Provider**

Western Pennsylvania

#### ***Strategic Options Analysis***

To explore how to fund organic growth and strategic expansion opportunities, as well as complete a partial Shareholder liquidity play.