

# ***Improving CGL Manufacturing Inc.***

*by Michael Ritchie, President CGL*

As President of a manufacturing company that specializes in the CNC machining, fabrication, casting, painting, and assembly of powertrain and structural component parts I rely on many professionals for advice and service to improve CGL Manufacturing. Many years ago, I met Barry Connors of Connors and Associates, a professional recruiting firm. Barry has been my Executive Recruiter ever since because he keeps my best interest in mind. Over the years he has found some remarkable people to fill various management positions at CGL. Not only did Barry recruit some great staff at a very reasonable price; he also introduced me to Ross Bauer who runs Bauer Benefits and created The Strategic Partners. The Strategic Partners is a group of professionals who go out of their way to help their clients find ways to save money and improve the operations of their companies. They call it working towards Corporate Excellence. Ross streamlined our Employee Benefits Program and saved us considerable money that repeats every year. While improving on the service that we rely on to deliver benefits to our growing organization his work has made the administrative process easier for our HR staff.

Ross then introduced me to another Strategic Partner who runs Go Energy, a company that specializes in reducing the costs and improving the efficiencies of the energy we use in our day to day operations. This service has also saved us considerable money and keeps our use of energy to a minimum. Nothing runs without energy and we all know that the cost of energy is a growing concern.

The latest introduction to a Strategic Partner is Jeff Bradshaw from Profit Professionals. Jeff investigates various areas where we spend money to run our company and negotiates better pricing and perhaps better delivery of these services. I am looking forward to some great results from this exercise. Jeff and I are meeting in September.

As you can see, I have been pleased with the help I have received from The Strategic Partners. As a group they are genuinely concerned about the success of my company. I have learned that keeping an open mind to receiving expert help in areas where I do not have time to manage on my own or from within my organization is beneficial and helps me maximize our returns. This is important in our competitive business environment. Any money that we can save or areas where we can improve our revenues will be used to grow our organization and reward our valuable team members.

Working on Corporate Excellence is a great concept and as President of CGL I have many clients that rely on my expert leadership to ensure quality products at competitive pricing. The same is necessary to provide for the families of the great people that works with us.

I would suggest that if you get an introduction to The Strategic Partners; take the time to find out if they are a good fit for your company. In the Real Estate world, it is... location, location, location. In the Corporate world it is Improve, Improve, Improve.



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Thank you to The Strategic Partners and thank you Barry for the initial introduction. Keep up the good work.

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