

Case Study:

LBA Haynes Strand was called upon by a client that has a long standing relationship with the Firm. The client, in the farm tractor and outdoor power equipment business, was experiencing rapid growth through their four locations and was also recently awarded a new major farm and construction equipment dealership.

Through our CFO Services Group, we were able to rapidly respond to the needs of this client and aided with both strategic and tactical assignments to provide control around the rapid growth. Together, with the client, we implemented several profit enhancing programs to maintain a higher level of profitability.

Some of those programs were:

- ✓ Monthly detailed budgeting
- ✓ Gross margin reporting by product and by store location
- ✓ Revised compensation programs to emphasize profitable sales growth
- ✓ Improved timeliness of monthly financial statements
- ✓ Inventory reduction strategies