

BUSINESS ADVISORY SERVICES FOR MANUFACTURING ENTITIES

Many small manufacturing companies depend on their Accountants “CPA’s” and attorneys for business advise. While these advisors are critical, few if any of these professionals have actually worked for a manufacturing company in their career. The services of Bardol & Company does not replace the need for your accountant “CPA” or your attorney. The service is designed to fit the gap between the skill sets of the owner, accountant and attorney.

What types of services fit this skill set gap:

Business Resource Planning: (Tactical Business Planning): Providing a business a short-term (12 to 18 month) road map for the future

Treasury “Banking”: Obtaining business financing.

Business Assessment: Review business operations to assess opportunities for profit and valuation enhancement. Process entails interviewing key operating managers from different functional areas. This process focuses on the key line managers, not senior managers or owners.

Business Acquisition & Integration: Provide the full cycle of handling an acquisition from the initial assessment , due diligence review, negotiation of purchase price, financing and integrating the acquisition into existing operations.

Business Systems: Provide support to clients in the set-up of business processes and in the implementation of new business packages. This support is focused on developing effective business processes, which fit the ERP system being utilized. Experienced with JD Edwards, Oracle, Mapics, Macola, Quick Books, E-2 and Great Plains.

Activity Based Cost and Estimating System: Design and implement cost systems, which allow management to make accurate pricing and investment decisions.

Business Planning and Forecasting Systems : Customize a forecasting model to reflect each client’s business. Train managers throughout organizations to re-plan their business on a quarterly basis insure that all understand the link between the business planning and quarterly forecast. Design an incentive plan that will “Reward” the key managers for meeting and exceeding their business plan.

Educational & Training Seminars: Provide customized training for organizations in the area of linking business metrics to continuous business improvements.

Bardol & Company

1290 Garrison Drive
York PA 17404

Business: 717-580-6440
Fax: 717-326-1002
Home: 717-764-4862
E-mail: JackBardol@Bardol.com

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Reports*

Strategic Early Warning Network Program

Governor Edward Rendell and the Pennsylvania Department of Labor and Industry, having won national acclaim for new manufacturing workforce development programs, have expanded a successful program that assists small-mid-sized manufacturing companies, at no cost to the employer. The Department has “grown” the Strategic Early Warning Network (SEWN), a layoff aversion program for small manufactures, from its original 21 counties in Western Pennsylvania to 49 counties over the last year.

The goal of the SEWN program is to save manufacturing jobs in Pennsylvania and offers the following core services to address economic challenges of its clients:

- Financial restructuring
- Succession planning and ownership transition
- Buyouts
- Operations and cost management

Bardol & Company became the Central Pennsylvania regional consultant for the SEWN program in July 2006.

PROFILE: JACK BARDOL

Jack Bardol received a Bachelors of Science Degree in Accounting from Northeastern University and an MBA in Finance from Suffolk University in Boston Massachusetts.

He has thirty years of experience working for public companies such as York International, General Signal Corporation and GTE ,as well as , private companies such as MKS Instruments and Office Environments of New England. He brings a perspective from both the public and private sectors.

He has held the positions of General Manager, VP Operations and Information Technology and Vice President of Finance. Jack’s industry experience has included successfully leading several ac-



quisitions and business integrations, business system upgrades and several new system implementations. He successfully participated in several turnaround situations. Additionally, Jack has implemented activity based management systems, direct cost systems and activity based cost systems.

The Resource Business Model process is a powerful tool , which has been successfully used to improve business performance.

Jack teaches part-time in the college of Business Administration of Penn State University.

Since March 1999 Jack has been providing consulting services. The companies served, produce a variety of products, including air-conditioning systems, vinyl windows, Labels, polyethylene pipe, Industrial fans, Vinyl fence deck and rails, metal stampings and Vinyl siding. These clients range in size from a 2 million dollar organization to multi-plant 300 million dollar organization.