PRESENTATION
OF
CAPABILITIES



GSGM

Firm History

- The firm's roots are in the sale and installation of leading Western foundry equipment into South Korea and China
 - Molding lines, shot blast, shakeout, centrifugal cast, electric furnace melting equipment, etc.
 - GSGM has equipment in >30 plants in Asia
- Staff metallurgists, casting engineers and SQDE personnel live PPAPs, Gauge R&R, Process FMEA everyday
- GSGM takes an APQP approach to launching all projects
- Capable of working equally successfully on both commercial and technical sides of the table



Offices In Asia For 30 Years

- Headquartered in Asia for 30 years, GSGM is a American-owned firm that provides a Who's Who of industrial leaders with four key product offerings to those who wish to benefit from strategic opportunities in the Pacific Rim.
 - Best Cost Country Sourcing
 - Market Research and Competitive Intelligence
 - Independent Quality Audits and Sourcing Rescue Missions
 - Sales and Marketing of Western Product Into Asia
- GSGM is a partner and an extension of your operation – Your Eyes and Ears on the Ground in Asia



GSGM Advantages

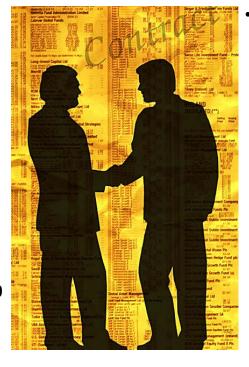
- Proven record of performance; providing product to North and South America, Europe and South Africa
- <u>Proven record of performance</u>; acting as the sole China Sales and Marketing arm for multiple companies
- Access to the leading suppliers of components, sub-assemblies and finished products
- Highly-experienced staff (350+ years)
- Offices in China, South Korea and U.S.
- Real-time project information
- Korean, Japanese and Chinese Language skills
- Conducted assessments of >1,500 Asian plants
- Immediately brings you in at the highest levels of management with all suppliers and potential customers





GSGM Advantages

- We becomes a strategic partner
 - We actually appear on the organizational charts of many clients
- Total Rim Involvement[™] the ability to source from any necessary country or plant without bias – we work on your behalf
- Total transaction transparency
- 24 / 7 Program Support GSGM's
 President has resided in Asia for over 30
 years



Strong technical organization with an emphasis on process and quality

Key Team Members

- Sourcing Professionals
- Sales and Marketing Professionals
- Market Research Professionals
- Metallurgical, Mechanical, Chemical Engineers
- SQDE / QA Professionals
- Project Management Professionals



GSGM Serves a Broad Range of Clients...

- NYSE / Industrial 500
- Mid-Tier Industrials
- Private Equity
- Turnaround Specialists
- Niche U.S. and European Manufacturers
 - i.e. High Mix, Low Volume



And Industries

- Railway
- Construction Equipment
- Agricultural
- Material Testing
- Pumps, Valves and Compressors
- Home Building
- Small Engine
- Bearing
- Power Generation
- Furniture

- Aerospace
- Marine, ATV, Motorcycle and Snow
- Textile
- Electronics
- Automobile & Heavy Truck
- Fitness & Sports Equipment
- Machine Tool
- Electric Motors
- Retail
- Ship Building



Four Distinct Service Offerings...





Best Cost Country Sourcing Sales and Marketing Into China



Market Research and Competitive Intelligence



Independent Quality Audits and Sourcing Rescue Missions



Best Cost Country Sourcing

- Vast database of thousands of suppliers by commodity and category
- Conducted assessments of >1,500 facilities
- Systems build a bridge across the world
- Engineers, metallurgists and SQDE on staff
- Online, web-based project repositories housing all project information
- Detailed Project Tracking Sheets
- Matrix based recommendation output
- APQP approach to launching all new programs
- Entire spectrum from source ID through qualification and project management



Sales and Marketing Into APAC

GSGM has taken multiple companies from virtually no sales and market presence in Asia to leading positions

- Examples of services available:
 - Identify and profile potential customers
 - Coordinate and manage trade show exhibits
 - Develop new, and translate existing, presentations and sales collateral
 - Lead sales presentations direct to clients, or along with current your staff
 - Provide introductions at the highest levels within target customers
 - In-country website development and domain registration assistance
 - Assist with the recruitment of field sales, application engineers and other technical support personnel; screen any current personnel for GSGM opinion
 - Ability to transition smoothly to a new sales force or to augment current efforts.
 - Establish parts and service operations after initial equipment is placed
 - Strategic pricing reviews
 - Trademark assistance
 - Technical / after sales support



Market Research

ACTIONABLE MARKET RESEARCH AND INTELLIGENCE for the Asian markets. Whether you wish to identify strategic suppliers, benchmark a competitor or assess a marketplace for sale of your products, we are uniquely qualified to assist you.

Approach

- Every project is custom tailored; no "off the shelf" reports
- Situation assessment mutually understood and agreed upon objective, methodology, scope, timing and budget
- Highly technical engineering team provides assistance
- GSGM's vast secondary sources database is tapped
- Detailed interviews conducted throughout the value chain to include key opinion leaders and subject matter experts; face to face and telephone interviews, online and mail surveys
- Mid-point reviews ensure alignment and allow for re-calibration
- Analysis of robust data into actionable recommendations

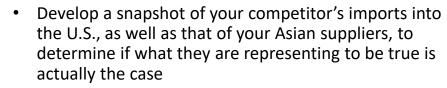
THE GSGM ADVANTAGE -

A truly unique and seamless capability of shifting from market research stage to sourcing assistance





What's In You Competitor's Container?



- Review shipments of <u>your own suppliers</u> to ascertain whether or not they are, unknowing to you, supplying the competition
- Conduct primary interviews with your competitors, their customers and suppliers to assist your intelligence efforts
- GSGM is uniquely able to take the next step in the process to conduct quality audits of identified competitor suppliers or to initiate sourcing of similar programs
- Let GSGM offer suggestions on masking <u>your</u> supply base
 - You worked hard and spent considerable resources to develop it, now protect it!





Independent Quality Audits



Visits existing or potential supplier(s) to provide an unbiased assessment of their capabilities

Rapid deployment of GSGM SQDE personnel many times within the same day

Audits range from basic process capability to full blown QS/TSoriented

Interim and output reports quickly available

Conference call subsequently held to discuss findings along with report output

Daily rate structure

Rescue Missions

HAS YOUR ORGANIZATION FACED ANY OF THE FOLLOWING WHILE TRYING TO SOURCE IN CHINA?

- Suppliers substituting local materials without your consultation?
- A supplier outsourcing part of the manufacturing process (i.e. machining) when you were told everything was done in-house?
- PPAP data does not match the actual physical part layouts?
- No provisions in contracts for raw material or foreign exchange movement?
- Lack of lot segregation or work instructions upon plant inspection
- The brochure looked great..the website even better..the plant was a hole in the ground
- Found out you were really dealing with a trading company and not the manufacturer directly - creating unnecessary markups and lack of direct communication with the people making your parts
- Found out the your supplier has changed without any notice or approval by your organization
- Found out that your "Advisor" utilized an online directory without ever visiting the plant and after you have spent countless thousands?







Strong, Connected Leadership Team

• Mr. Paul Macler – President

- 30+ years in the metals industry
- 1976 New York State Small Business Person of the Year
- Prior advisor to the New York Federal Reserve and State University of New York System
- Strong technical and metallurgical background
- 30+ years of experience in the Pacific Rim
- Decorated military officer
- Located in Beijing office



Key Point People and Contact Information

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