

# Accelerating Profit and Growth

*The R. PAY COMPANY works with middle-market companies to boost profitability and growth through innovation in Operations and Supply Chain.*

## Client Results

- ◆ Cut warehouse costs by \$6 million and discovered an additional \$25 million in cost reductions
- ◆ Improved labor productivity by 75% while raising customer service levels
- ◆ Increased inventory turns from 6 to 12 and slashed order lead time by two thirds
- ◆ Boosted gross profit margin by 20% and identified \$1.2 million in inventory reductions
- ◆ Reduced order backlog by 95% in five months while significantly improving shipped on time



Rick Pay has been dubbed by his clients as the “Sherlock Holmes of Operations and Supply Chain Management” because of his unique ability to quickly identify solutions and opportunities.

He appears frequently as a speaker and his articles have achieved national recognition in IndustryWeek, e-Side Supply Management, and other publications.

## How We Fuel Growth

The R. PAY COMPANY helps clients create jet fuel for growth by addressing speed, agility, profit, cash and capacity. Clients are able to boost capacity without capital investment, implement measures that improve profitability and cash flow, and get their organization’s engine room ready to respond to the call for “full speed ahead.”

## Our Clients Include

Alaska Communications  
Columbia River Knife and Tool  
EDT  
Forest Dental  
Hydra-Power  
Milwaukee Electronics Co.  
Powell’s Books  
Salt & Straw  
Sunlight Supply  
Tillamook Country Smoker  
Umpqua Dairy Products

*“Rick was able to efficiently and effectively analyze our business operations. His external viewpoint was critical in helping us identify and address our ‘blind spot opportunities.’”*

*- Terry Martin, Operations Manager, Milwaukee Electronics*