



**IT'S HARD TO SEE THE FINANCIAL STABILITY OF YOUR SUPPLIERS
IF YOU'RE KEPT IN THE DARK UNTIL IT'S.....TOO LATE!**

The LANDSCAPE: This most recent global recession has significantly strained the supply chains of corporations around the world. A solid economic recovery is years down the road.. At the same time, many corporations are looking to return to USA-based manufacturers as the low-cost labor benefits of China have become outweighed by the costs associated with quality, cultural miscommunication and the steadily rising costs of labor and transportation. “**Reshoring**” is resonating loud and clear.

THE DILEMMA: Corporations returning (**Reshoring**) manufacturing back to the United States are facing an unprecedented number of potential supply chain disruptions as many of their former suppliers’ of critical components and/or services significantly downsized their operations or continue to face financial instability. Many corporations are requesting that their suppliers offer updated financial reports prior to re-engaging business relationships.

WHY SPRINGFIELD SPRING HIGHLIGHTS FINANCIAL STABILITY: Springfield Spring is a financially stable and privately held company. In business for over 70 years, Springfield Spring prides itself on year-after-year growth in sales, profit and capital investments. Our disciplined approach to financial solvency is structured around **Open Book Management** and a Lean/Six Sigma, employee-driven culture. Our long term strategy of investing to improve manufacturing efficiencies, productivity and service continues to fuel our unprecedented growth and overall customer satisfaction.

Our process: **Open Book Management** (OBM) is an employee-centric management process whereby all of our employees are taught basic accounting principles. The company’s financial information and yearly business plan is openly developed and shared with all employees. Key financial information along with financial operating ratios are carefully defined, measured, and intensely managed by all employees to produce positive and sustainable results. The end results are Springfield Spring employees act and think like business owners. They understand and can make direct correlations between efficient manufacturing and process methodologies with the effect these improvements have on the company’s income statements, balance sheet and overall financial position. Our long-term financial strength is a business plan priority!

As stated by the Purchasing Director of a leading medical company:

“A company’s supply-chain is only as strong as its individual component suppliers.”