

Marketing/Management Concept for 2000: The Merger of Six Shops In Cross-country Locations Creates Nation's Largest Surface Finishing Company

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Consolidation invites progress only when shared ideas create a better value proposition for the customer. In our industry, the value proposition is created by quality, speed and price. As independent merchants, metal finishing companies have innovated in every aspect of their business. Companies historically have united in an effort to promote more responsible environmental activities. As suppliers and customers consolidate, we are experiencing greater demands by customers for greater value. By bringing companies together, with shared goals and rewards, there is an opportunity to blend the ideas of each to benefit all the company partners and all customers. It is essential to design a systematic forum for an open exchange of ideas, and for each company to become familiar with the others. Working together, the companies can improve their respective performance and the performance of all partner companies. The improved value proposition benefits the customer, the companies and every employee. Lombard Technologies was created to bring the best together in an effort to enhance value to the customer, and to strive for the highest professional standards in the industry.

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