

## Streamlining Supply Chain and Pre-Acquisition Operations

### QUOTE

“Creating a cleaner, safer world through innovative industrial solutions.”

- Garlock

An efficient and well-managed supply chain and procurement process is crucial for industrial manufacturers.



### RESULTS

- Enhanced Supply Chain Resilience
- Improved Transportation Efficiency
- Cost Optimization
- Compliance with Standards
- Market Expansion Opportunities
- Strengthened Competitiveness
- Future Growth Potential



### CHALLENGE

Garlock Sealing Technologies, an Enpro Company is a multinational manufacturer of high-performance fluid sealing and pipeline solutions.

The US imposed substantial tariffs on Chinese imports in 2018, causing Garlock's metallic gasket supply chain to be negatively impacted. As a result, the company had to switch its suppliers to India to address the tariff issue. However, two major challenges persisted: the transportation time and the cost of freight.

Identify and recommend potential metallic gasket manufacturers in North America for incorporation into the Garlock supply chain ecosystem.



### PROCESS

- Utilized **university resources and Thomas.net** to identify potential manufacturers in Canada, Mexico & US
- Filtered findings via **P.E.S.T. analysis** and various Garlock requirements, including ASME B16.20 standard
- Conducted comprehensive **geopolitical analysis** to assess the potential risks and opportunities for international business expansion
- Conducted thorough **competitor analysis**, including **SWOT analysis**, to identify and categorize direct and indirect competitors operating in the same market or industry
- **Communicated with potential suppliers** pertaining to manufacturing specifications and supplier self-evaluation forms
- Sourced product transportation, tax and tariffs costs information for a side-by-side country comparison and narrowed down the potential suppliers



### SOLUTION

- Garlock should move forward with further validation and onboarding of a metallic gasket manufacturer in Canada.
- Continue exploring supplier options closer within the United States, proximity to Houston.
- Proceed with further product quality and facility inspections to confirm incorporation to the Garlock brand offerings.