

# CASE STUDY

# Spargo Machine Products doubles sales since discovering MFG.com

## CONTACT

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## BACKGROUND

For the past 10 years, California-based Pacifictech Molded Products has been providing sourcing professionals across the United States with some of the highest quality parts in the manufacturing world. Focused on providing high-value for their customers in the plastics vertical, Pacifictech Molded Products has world-class expertise in disciplines such as traditional casting, investment casting, and die casting; injection molding, thermoforming, and vacuum forming; and metal stamping CNC machining, and sub-assembly production. What's more, Pacifictech Molded Products provide state-of the art turn-key tooling and mold making in house -- saving clients as much money as possible.

## BUSINESS CHALLENGE

In 2009, Spargo Machine Products lost 70% of its existing customer base. Randy, Bill, and Ben Spargo needed help finding new buyers not just in the Northeast, but across the country. Randy Spargo, owner and founder of Spargo Machine Products, says, "Our original customer base, which we lost in the crash, wasn't coming back." That's when Randy was convinced to join MFG.com.

## SOLUTION

MFG.com gave Randy leads that perfectly fit his company's strengths in regions he had never before reached. And using MFG.com's unique RFQ Search tool, Randy discovered he could engage those leads with ease. "I could get them parts quickly and talk to them directly. That really seems to seal the deal: People really appreciate it if you can save them money and in the end, we end up getting the job."

## RESULTS

Now, Randy says, Spargo has plenty of work. "Since we found MFG.com, we've doubled our business. It looks like there's no end to the growth we're experiencing. With the marketplace, it's easy to keep machines running at capacity now, and finding RFQs perfect for my capabilities is just a click away."

*Over the past 10 years, we've built a solid foundation for our business. We've expanded into many, many manufacturing disciplines. And a lot of that is because we've been able to perennially find leads and increased business through MFG.com over that time frame.*

**Fred Valenzuela**  
Owner and Founder of Pacifictech Molded Products Inc.

OBJECTIVE	
Sales Pipeline	
Job Quotes	"You can see the quote statistics. You can see where your price was against the other people who bid on the RFQ. The high, the low, the medium, how many people, etc."

