

Six Speed Transmition

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Among Vista's first projects was a challenge to move a consumer riding lawn mower product's transmission production from the U.S. to China. The customer was a Fortune 100 US company. For years this customer lost markets and money because of the competition's more favorable cost structures. Our client needed to replace die cast tooling for a transmission housing. At the time, it was a project worth \$750,000 and a timeline of 14 months. Through Vista's resources and processes, we completed the project for this customer in China for one third of the cost and in a mere five months. As the project ramped up to full scale, the customer regained their market share in the riding lawn mower transmission business from 20% to 80% with an annual trading volume between China and the U.S. at approximately \$25,000,000. Many of Vista's process models were set up along the project development parameters for this successful venture.

