INTERSTITIAL OPERATIONS GROUP

FOR ADVISERS, LENDERS AND OTHER INTERMEDIARIES

When to Call IOG

A Local Partner for Real Operations

Most manufacturing problems don't start on a financial statement. That's often just where the consequences become visible.

I started Interstitial Operations Group (IOG) to provide manufacturers with experienced, hands-on operational support when they need it. Not every business needs a full-time executive or a major consulting engagement. Sometimes they simply need another set of experienced eyes on the operation.

When an Introduction Might Make Sense

If you're working with a manufacturer experiencing any of the following, a conversation may be worthwhile:

Declining performance
Rising costs, falling productivity, or margins that don't reflect the volume of business.

Growth challenges
New business, equipment investments, or expansion plans that are stretching existing operations.

Leadership gaps
An owner carrying too much of the operational burden or a management team struggling to deliver consistent results.

Recurring problems
Quality, delivery, inventory, or workforce issues that continue despite repeated attempts to correct them.

Uncertain investments
Considering automation, AI, or other operational changes without a clear understanding of the expected return.

What Happens Next

I begin with a no-cost walkthrough and an open conversation about what's happening in the business. The objective is to understand the situation before recommending anything.

If I believe I can make a meaningful difference, I'll explain where and how. If I don't, I'll be equally straightforward.

A Resource When You Need One

You don't need to diagnose the problem or determine whether IOG is the right solution. That's my responsibility.

If a situation comes to mind where an experienced operational perspective might help, I'd welcome an introduction.

I'm here if you need me.

Todd Kayhart
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Canajoharie, New York
Serving manufacturers throughout the region

INTRODUCE A MANUFACTURER

interstitialops.com/when-to-call-iog

Or email tkayhart@interstitialops.com. A name and a sentence or two about the situation is enough.