



# MANUFACTURING MORE OPPORTUNITIES

INDUSTRIAL CAPITAL EQUIPMENT SUPPLIER FUELS  
GROWTH WITH FACTUR PROSPECTING

Case Study Provided by GRAY MACHINE CO. / graymachineco.com

## LET US WORK FOR YOU

Gray Machine Co. has been in business since 2012 and produces metal products from concept to finished part, offering reverse engineering, machining, and fabrication services for a variety of industries.

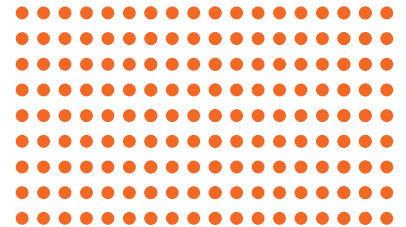
With a strong book of business, they enlisted Factor's Lead Generation and Pipeline Management service to find and develop opportunities with new logos.



**10+**  
QUOTING  
OPPORTUNITIES



OVER  
**\$50K**  
IN WON BUSINESS



MULTIPLE  
REPEAT ORDERS

Graydon Udelhoven - Owner  
@ Gray Machine Co.

**We're so busy we're considering buying a new machine we've wanted to buy for a while to help with the work.**