



Cost-Cutting with Acrylic: A Tariff-Proof Transition

CLIENT:

A leading provider of workplace solutions, including uniforms, and facility services, serving thousands of businesses across diverse industries in North America.

CHALLENGES:

Since 2019, the distributor's client had consistently ordered 1,000 to 1,500 custom glass crystal awards each year—featuring blue and optic crystal on an aluminum base. In 2025, newly imposed tariffs on imported materials caused a sharp price increase, raising the cost to \$93.90 per unit for a 1,500-piece order. This unexpected spike created a major strain on the client's budget and put the long-term viability of the existing award design at risk.

SOLUTION:

To address the rising costs, the distributor reached out to Pacesetter, a trusted U.S. manufacturer known for custom awards. In response to the client's request for a more cost-effective, U.S.-made option, Pacesetter designed an acrylic version that maintained the original award's visual impact. By replacing the crystal base with clear acrylic, the new design came in at \$59.95 per unit—saving the client over \$50,000 on their total order.

OUTCOME:

The distributor helped the client maintain their award standards while staying within budget, allowing them to continue their recognition program. By sourcing a cost-effective acrylic version, the distributor achieved a larger margin, benefiting both the client and their bottom line.

KEY TAKEAWAY:

Partnering with a reliable supplier and making quick pivots to alternative materials can maintain design integrity while meeting budget objectives, transforming a potential setback into a successful outcome.

LONG-TERM SUCCESS

By switching to U.S.-made acrylic, the client reduced tariff exposure and established a foundation for more cost-effective orders in the future.