

CASE STUDY

Ensuring Stability: Locking in Pricing and Inventory for Year-Round Success

BACKGROUND:

A distributor partner of Pacesetter working closely with a corporate client that has established a long-term recognition program. This program emphasizes premium awards, including imported crystal and glass pieces. The distributor plays a key role in sourcing, customizing, and delivering these awards to align with the client's brand and recognition goals.

CHALLENGES:

The distributor faced unpredictable pricing and inventory issues due to fluctuating tariffs on imported recognition awards. With frequent orders across multiple locations, the distributor needed to secure consistent pricing and guaranteed stock for the year. **They feared tariff-driven price hikes could lead to budget cuts, risking the client's recognition program and their long-term relationship.**

SOLUTION:

The distributor analyzed order data from 2022-2024 and reached out to Pacesetter for a bulk order quote based on higher volumes. With the quote, they proposed a master order to the client, **securing guaranteed inventory and locked-in pricing for the year, ensuring predictable costs and availability despite fluctuating tariffs.**

OUTCOME:

The distributor secured stable pricing for the year, avoiding tariff-driven price hikes and stock shortages. This gave the end-user peace of mind to continue their recognition program without fear of budget disruptions.

LONG-TERM SUCCESS:

Pacesetter's proactive solution ensured long-term success. The client could rely on fixed pricing and guaranteed inventory, which preserved their program and built a trusted partnership, reinforcing the distributor's reputation for cost certainty and reliability.



FINANCIAL IMPACT:

The distributor's strategy locked in pricing, shielding the client from tariff increases and preventing budget cuts. This ensured a stable recognition program, secured ongoing revenue for the distributor despite tariff fluctuations, and solidified the relationship for future orders.

KEY TAKEAWAY:

Rely on solution-oriented suppliers. Their flexibility in providing tailored solutions ensures you can deliver for your clients, even in uncertain times.

