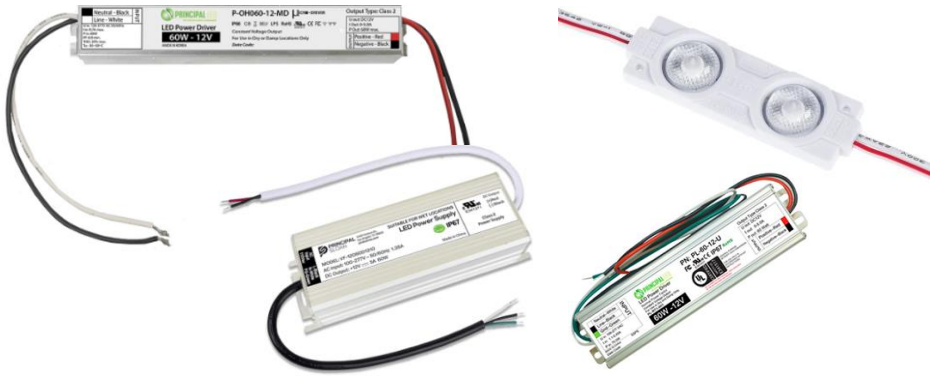
Niche Manufacturing

Case Study



Forsyth was engaged by a $70M LED manufacturer facing pressure from section 301 tariffs and loss of design control.

The engagement generated $1.4 million of EBITDA improvement and significant cost savings to materials.

$5.8M	62% Savings	17% Savings	25% Savings	32% Savings
Reshored	Wire	Power Supplies	Steel Enclosures	Aluminum Extrusions

Outcome

$1.4 Million
EBITDA Improvement

Topline Growth
New Product Lines

$5.8 Million
Operation Re-shored

17-62% Category Savings
Direct Material Category Savings

Our Approach

Worldwide Search: Vetted options in Vietnam Taiwan, India, Korea, and America

Production Reviews: Coordinated with the engineering team to determine true needs vs. legacy details

New Insights: Explored and implemented strategies previously thought impossible by the client

Negotiations: Worked with incumbents with long standing relationships to secure product design control and align with the current market

Challenges Resolved

Tariff Pressure: The section 301 tariffs on Chinese imports caused immense pricing pressure in a highly competitive market

Out of Touch with Market: Several commodities had not been tested against the market for several years

Country Risk: For most products, the client was single sourced to one Chinese factory causing risk to their entire supply chain

Design Control: Incumbent suppliers were holding designs and drawings hostage