

How Changes in Tax & Regulatory Policy Impact Manufacturers in the Supply Chain

New TBM Consulting and Aberdeen Group research study finds that a shift in the political winds in the United States has U.S. manufacturers feeling optimistic about the potential of more business-friendly policy making.

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Policy Changes Could Lead to Gains in Profits & Sales

Optimism among U.S. manufacturers is high regarding potential policy change in government tax, spending and regulatory changes. Change is expected to result in:



1.6%
boost in annual sales growth



1.8%
increase in profits

2

Changes That Could Benefit Manufacturers the Most



New Tax Policies and Corporate Tax Rates



Duties and Tariffs on Imports



Changes to Trade Agreements
NAFTA
Brexit & EU Agreements
Free Trade Zones



Healthcare Policy



Energy Costs

3

Why These Changes are Important



43%
of manufacturers face sales resistance due to current U.S. positions or policies



55%
face restricted sales due to current international tariffs and trade barriers



61%
say changes will have modest to significant impact on business



61%
say if these barriers are removed, sales will be moderately to significantly affected

4

How Manufacturers Can Prepare for Changes



Develop a response plan with suppliers and customers. Understand what could change, when it could change and how it affects existing cost structure.



Plan to maintain balance between service level, working capital and cost by developing capabilities for people, process, and technology.

Learn how prepared other manufacturers are for these changes and understand the key capabilities you can't ignore if you want to be ready.

[VIEW THE FULL REPORT](#)

SPEED WINS EVERY TIME

TBM specializes in operations and supply chain consulting for manufacturers and distributors. We push the pedal down in your operations to make you more agile and help you accelerate business performance 3-5x faster than your peers.

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