



"Our ten-fold growth prior to our acquisition was expedited by our working relationship with Blachford."

- Architectural Manufacturer Design Engineer

Annual Benefits

+10x

Sales Growth

-\$50K

Savings using Blachford Labs



**Architectural
Manufacturer**

Revenue | \$15M

BUSINESS ISSUES

- ✓ Provide state-of-the-art sound and fire barrier materials within commercial, architectural products
- ✓ Innovate with renewable alternative materials into the traditional core design
- ✓ Meet compliance regs for LEED, architectural and government standards proven by third-party certified testing for quiet, privacy and fire prevention

10x YOY sales growth leveraging Blachford

Challenge



The sound and fire barrier materials within the core of the door are vital for safety and sound control. This manufacturer must provide stringent LEED, Intertek and architectural and government regulation and compliance testing to ensure both safety and privacy standards are met. Speed to market and cost efficiency are necessary for growth.

Solution



Blachford in-house acoustics lab and manufactured solutions reduced the sound, thermal and insulation issues of the doors while saving \$50,000 per year in lab fees and reducing time-to-market.

The right timing and price point for the products allowed for 10x growth and to deliver 5,000 doors in their most recent calendar year.

Benefit



- 10x sales growth per year
- Leveraging the Blachford lab, saved \$25,000 (5 days at \$5,000 per day in third-party lab costs) twice per year. Annually saving \$50,000.



“As a mechanical engineer, we make stuff that is practical and affordable and Blachford’s materials routinely help me reach these goals.”

- Architectural Manufacturer Design Engineer