

China Manufacturing (Australia) helps Hardware Product Wholesaler (HPW) achieve HASSLE-FREE products supplies when dealing with CHINA.

Case Study and Testimonial:

HPW, the leading hardware product wholesaler and importer, had their multiple category products supplied by local import agents and overseas suppliers. Unfortunately, this system had its own limitations. Local agents faced issues such as inefficiency, low quality products and high prices. Overseas suppliers provided certain category products, but also caused many hassles and issues during the supply process resulting in costing more resources and time for HPW, and risks arose that were associated with unreliable suppliers and services.

HPW strives to be the best in the market and retain a reputable brand name. To achieve this goal, China Manufacturing (CM) was recommended to carry out the cost efficient manufacturing and supply chain management in China.

CM's China office organized the entire categories of packaging materials to meet the requirement of improving the overall image and products for the market efficiently. Anthony, Managing Director of the business said, "We were amazed to see the first shipment of the new developed packaged materials which was of superior quality at a competitive price. It was much better than what we used to receive and the whole process was completed in a timely manner."

HPW engaged with CM to contract manufacture all seven ranges of product categories (1500 items in total). CM's team in China specializes in strategic sourcing, manufacturing, quality control and supply chain management. The results achieved were: greatly improved product quality, real cost savings and efficiently delivered goods in a timely manner.

The Managing Director of HPW said, "We are happy to have hassle free and efficient supply processes and yet receive high quality and cost effective products supplied for every core and non-core category products. Dealing with a convenient and reliable Australian office with expertise and resources from their China office enabled us to minimize risks associated with products supplies from overseas and enabled us to be more competitive and the best in our market."

HPW saved 20% more on their costs through the whole process in their first year in dealing with us and gained a massive improvement in product quality, packaging materials and new product development process.

With CM providing superior quality, efficient processing, real cost savings on supply chain, contract manufacturing, new product development, storage, consolidation, logistics and resources, the CEOs of HPW can focus more on their market and business expansion.

The continuous support and one-stop supply chain solution provided by CM, prompts HPW to highly recommend CM to any suitable Australian businesses they know.