

## Wholesale China. The Best Bargain Guide.



This book opens up all the secrets of successful cooperation with Chinese suppliers. It is based upon my 10 years working experience in the position of the Director of Procurement Department at a wholesale trade company for consumer goods from China and Hong Kong factories. This book is written in a manner that will be easy for any reader to understand, including non-native English speakers. The book concerns consumer goods but the bargain hints given here can be used for any products you deal with. This book is for you:- If you are going to cooperate with China as procurement branch and you want to be prepared for anything you might face while doing so.- If you already cooperate with China in procurements and you are eager to improve some weak points in your business, enabling you to rework them so that they are firm and stable. - If you want to buy a quality goods at a competitive price. - If you want to make a good profit working with Chinese companies and to support long-term and strong cooperation with them all.- If you want smooth cooperation in order to avoid misunderstandings and unexpected surprises.- If you want to achieve all your goals in cooperation with your business partner. - If you want to know and understand your business partner better. This book is full of hints and real life examples which are designed to help you. These hints and examples are based on my experience...The whole procurement circle is described in this book: from searching of the supplier till the repeat orders, and much more, all the questions you could face are discussed here. Anyway it is up to you: you can entrust all the communication with the supplier to some agents and add one more link to the trading chain, which forces you to pay for their services and additional costs which will cause a rise of the total product price, as the costs for all the additional services are usually included to

the final price of goods such as freight, custom service charge and etc. or to take it all into your own hands. To know the situation better to keep it under your total control in order to have much more influence on it > to save your money and to increase your profits. I wrote this book so you can enjoy your cooperation with your business partner and so you can build up long-term and strong business relations which will bring you stable and constant increasing income.

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