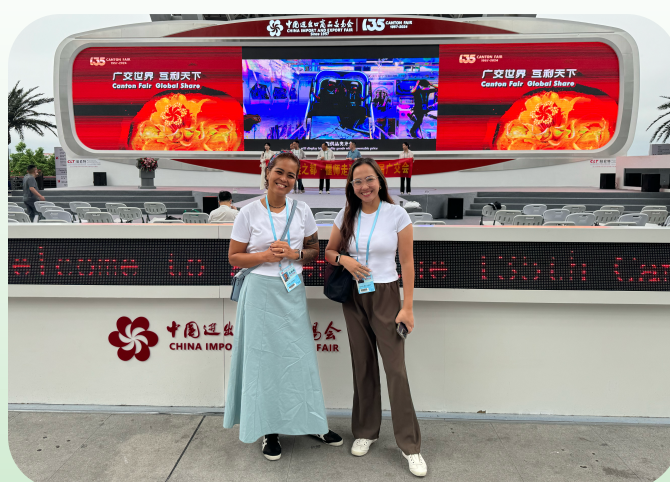


How a Custom Products Company Improved Quality and Cut Costs with a Visit to the Canton Fair

Can improving product quality and cutting costs go hand in hand? With the right approach to vendor relationships, it's not only possible—it's exactly what our team at Move Supply Chain achieved during a recent visit to China. By partnering with a fast-growing custom products company, we tackled tough production challenges, secured significant cost savings, and strengthened the company's entire supply chain.

In May 2024, our team took action by attending the Canton Fair and conducting an in-depth factory inspection, resulting in **impressive, long-term results**.



Meet Our Client

A well-established company specializing in custom badges, ornaments, and bottle openers needed to scale its production processes while maintaining exceptional product quality. Faced with growing demand, the company sought to expand its supplier network, optimize production efficiency, and reduce costs. With a focus on maintaining their high standards, they entrusted our team with navigating vendor relationships and ensuring successful outcomes.

Strategic China Visit: Enhancing Supply Chain Efficiency

In May 2024, Move Supply Chain (MSC) visited the Canton Fair and conducted a thorough inspection of the factory to address key supply chain challenges. The primary goals were to expand the client's supplier network, improve production processes, and negotiate cost-saving opportunities.

At the Canton Fair, we explored potential suppliers for badges, ornaments, and bottle openers while assigning a team member to continue sourcing alternatives for future needs. Following the fair, our team conducted a comprehensive review of Yilifang's manufacturing processes, focusing on quality control, packaging improvements, and cost-saving measures.

This strategic visit improved product quality and efficiency and secured substantial cost savings by negotiating free mold fees and addressing long-term supply chain needs.

What We Delivered

With a strategic approach to vendor sourcing and production optimization, we worked to expand our client's supplier network at the Canton Fair, identifying potential partners capable of meeting their high standards for complex product designs. Following the fair, we conducted an in-depth inspection at the factory, where we reviewed production processes, identified key areas for improvement, and addressed ongoing quality concerns. Additionally, we negotiated substantial cost savings and implemented new packaging solutions to protect the client's products during shipping.

Here's a summary of our wins, along with an estimate of our client's cost savings:



Free Mold Fees

Estimated one time cost savings:

\$15,000

Negotiating free mold fees for the client's existing products resulted in immediate savings.



Improved Packaging and Quality Control

Estimated annual cost savings:

\$5,000

Addressing packaging issues reduced product damage during transit, which minimized potential rework and replacement costs.



Strengthened Vendor Relationships

Through open collaboration with the factory, we improved transparency and operational efficiency, ensuring a smoother production process and better long-term outcomes.

Total estimated cost savings: \$20,000

The Impact

Our team's involvement resulted in both immediate and long-term benefits for the client. **Improved product quality** was achieved through packaging changes and enhanced production processes, which led to fewer quality issues during shipping, ensuring that products arrived in excellent condition.

In addition, **significant cost savings** were secured, with the free mold fees alone saving the client approximately \$15,000. By negotiating these terms, our team could protect the client's bottom line while maintaining product quality consistency.

Furthermore, **enhanced vendor relationships** were a key outcome of our team's visit, as it strengthened the partnership with Yilifang, promoting greater transparency, collaboration, and operational efficiency.

Finally, **sustainable sourcing solutions** were implemented by assigning a dedicated team member to source new vendors, ensuring the client could continue scaling their operations confidently.



Conclusion

The China visit delivered tangible results, significantly enhancing supply chain efficiency, resolving critical quality control issues, and securing meaningful cost savings. Our team's hands-on involvement not only strengthened the client's relationship with key vendors but also led to the implementation of smarter production processes and improved packaging solutions.

By negotiating cost-saving measures, such as eliminating mold fees, our team at Move Supply Chain ensured immediate financial benefits while laying the groundwork for future scalability and resilience. This proactive approach has positioned the client for sustained growth and long-term operational success.