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## Supply Chain Matters links

### [Supply Chain Management](#)

*Managing the supply chain is a competitive necessity in the global marketplace and can provide a key differentiator for increasingly empowered customers. . . . .*

### [Materials Handling](#)

*Today's Globalisation of the Supply Chain requires the need to review current product packaging and handling methods as greater distances for product delivery and the cost of return logistics facilitate the need for additional criteria and considerations when specifying materials handling and packaging equipment. . . . .*

### [RFiD System Planning](#)

*The Business Drivers supporting the case for RFID systems implementation into the supply chain are numerous, but how do you relate those to your business and make them a reality?. . . . .*

### [Container & Pallet Pooling](#)

*The key to success is to provide a*

## Sourcing from China - The Reality

In Europe, we are constantly reminded of the cultural and quality issues faced when sourcing products from the comparatively low cost Chinese manufacturing base. Everyone has “a story” to tell, or has experienced firsthand the difficulties in sourcing alternative low cost manufactured product from China, which has ended in disappointment.

We as Europeans, in most cases, are as much to blame for these disappointments as our Chinese counterparts, as there has almost been a perceived arrogance in our approach as the dominant Western buyer without due regard to the local culture, manufacturing capabilities & quality control norms in the Asian Continent.



*“At last the balance between Quality Control, Costs & Cultural understanding has been achieved.” says Supply Chain Consultant, Gideon Hillman (MILT)*

These facts have been recognised by the larger corporations, especially the Global Automotive and Retail giants, who realise that they need to have a physical presence in China, in order to work with their Chinese suppliers to achieve the “win-win” situation that we all strive for. To this end, many of them have IPOs (International Purchasing Offices) in China. But what about the smaller companies and organisations unable to afford to set up an IPO facility abroad, but need to remain cost competitive in European product supply, and therefore wish to source from China?

One company that has successfully risen to the challenge over the last 8 years is **China Production Partner** a European owned and managed sourcing and manufacturing company in China servicing the needs of Western businesses.

**China Production Partner**, have accumulated the knowledge and resources to tackle the complicated task of setting up quality production in China and are confident that they have a solution for all production and procurement needs.

*“We offer Western Companies the opportunity to manufacture products at evaluated and selected suppliers. We thoroughly analyse the whole supply chain, find and propose various third-party manufacturing solutions, enter into agreement with the selected suppliers and control the production until delivery worldwide. We are a World Class manufacturing partner offering high quality,*

*simple cost effective process design, which adds value to the existing operation by generating self funding pools, to include cost control mechanisms to reduce damage, loss and misuse. . . . .*

#### [Project Management](#)

*External project management facilitates a focused approach to the project objective, benefiting from specific independent expertise in the project area. . . .*

#### **Additional Links**

[Supply Chain Industry News](#)

*Supply Chain News live feed keeping you up to date with the Supply Chain Industry as and when it happens*

[Free Downloads & White Papers](#)

[Industry Specialists - Profiles](#)

#### **Contact Us**

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*first class customer care, with on-time delivery.”* says Jesper Jos Olsson, Chairman China Production Partner, himself a European now living in China and managing the **China Production Partner** group of companies Globally.

Today, **China Production Partner** employs nearly 400 people in manufacturing facilities in China and in service and delivery centres in Europe. In addition to their Chinese competence, their European offices enable them to offer their clients, (which include Volvo, Arla Foods, and Swedish and Danish Post), a local support team as well as assembly, warehousing and distribution capacity.

For further information on **China Production Partner** contact Gideon Hillman on [gideon@hillman-consulting.com](mailto:gideon@hillman-consulting.com)

## **Transatlantic Project Management**

With the growth of the Global Supply Chain and the increased amount of American investment into manufacturing in Central and Eastern Europe, the need for client support and project management simultaneously on both sides of the Atlantic has increased. In order to accommodate new and existing clients needs Gideon Hillman Consulting are pleased to welcome Jeff Mitchell (M.Eng.IE, Bsc.) to the team of professional consultants and project managers.

Jeff, who is based in the USA, has over 15 years Senior Management operations and development experience in the plastics manufacturing and materials handling industry predominantly servicing the Global Automotive packaging industry, as well as the food & beverage and general industry markets. He has experience of managing multi-national development and manufacturing facilities and project teams, and has specific expertise in the Plastics Injection Moulding industry, including managing New Product Development, Purchasing, Materials Planning and Quality.

As an accomplished Project Manager, Jeff compliments the established European team and together they can service the project needs of our European and American clients on both sides of the Atlantic.