

OUR PROCESS DOCUMENT

Changsha Trading Company is an Australian business that helps local companies import high quality products from China.



CHANGSHA TRADING COMPANY

“WE BELIEVE THE FUTURE IS ENTREPRENEURIAL AND WITH OUR SUPPORT,
YOU CAN MAXIMISE YOUR ENTREPRENEURIAL SUCCESS, BY CONNECTING
YOUR BUSINESS WITH CHINA’S BEST PRODUCT SUPPLIERS.”

ABOUT US

Changsha Trading Company is an Australian business that helps local companies import high quality products from China. We do this by supporting our clients every step of the way and reducing the risk and uncertainty often experienced in sourcing products from China. We will connect you with the best suppliers for your requirements, to take your business to the next level!

We will provide you with:

- The highest quality product
- The lowest possible price
- The most effortless and secure ordering experience

WHY CHINA, CHANGSHA AND HUNAN PROVINCE?

China is a manufacturing superpower and the biggest market for manufacturing products globally. China’s factories now generate more real manufacturing value added than the US, Germany, South Korea, and the UK combined. [source: BCG]

China manufactures a diverse range of goods and is the world’s leading exporter of products, ranging from textiles to smartphones. There are few goods that aren’t or can’t be manufactured in China and generally at greatly reduced prices compared to Australia, the UK, USA, Canada and New Zealand.

We believe that Changsha and Hunan province are strategically located to access China’s key manufacturing centres and accessing these markets through Changsha removes additional costs and layers of going through China’s major international centres.

Hunan province is one of China’s top 10 provinces by GDP and it is centrally located to other top 10 (GDP) provinces of Guangdong, Hubei, Sichuan, Fujian and Zhejiang. Growth in Chinese manufacturing is also currently expanding at the greatest rate in its central provinces, which Changsha Trading Company (CTC) is strategically placed to access.

Key statistics of this region are:

- The population of Changsha (over 7 million) is greater than Sydney or Melbourne and the population of Hunan (over 67 million) is comparable to large European countries such as Spain and Italy.
- Changsha is part of the Chang-Zhu-Tan city cluster or megalopolis, which is one of China’s 20 most “economically advanced” cities.
- Changsha and Hunan provide direct access to major nearby manufacturing provinces including Guangdong, Hubei, Sichuan, Fujian and Zhejiang.
- Hunan province’s GDP was 3.64 trillion RMB and Changsha’s GDP was 1.1 trillion RMB in 2018.

WHY CHANGSHA TRADING COMPANY?

Most of the world's man-made products are being manufactured in China. The internet can provide access to the websites of self-proclaimed Chinese manufacturers but sourcing the right product and quality, at the right price can be challenging.

In the worst case scenario "suitcase" companies (a Chinese term to describe fraudulent/fake businesses) can front as genuine suppliers and manufacturers.

The language barrier and Chinese business customs can also prove challenging for Australian businesses, due to the more limited ability to conduct due diligence and understand contract terms.

This is where CTC excels and will work with you every step of the way to source the highest quality products from China to meet your business requirement and take your business to the next level.

CTC's advantage is its strong relationships and deep understanding of the Changsha (the capital of Hunan), Hunan province and surrounding provinces manufacturing goods market. We have local people on the ground in Changsha with years of experience in trading and sourcing products from this market.

Our unique 3 phase process provides you assurance and flexibility in sourcing your product, by allowing you to opt-in and out at your convenience.



HUGO

Client Account Manager

Based in Melbourne, Australia, Hugo will be your personal point of contact and will look after your every need, during your search and product sourcing process. Hugo is proficient in Mandarin, which will streamline communication throughout your project.



JINGPING

Chinese Business Account Manager

Based in Changsha, China and with over two decades of entrepreneurial and trading experience (banking, auctioneering, and consumer products), Jingping will act as your Chinese business account manager, during your search and product sourcing process.



JENNY

Client Account Manager

Based in Melbourne, Australia, Jenny will be the bridge between your account and our China based team, during your search and product sourcing process. Jenny is fluent in both written and spoken Mandarin, which will ensure your project runs like clockwork.

OUR THREE PHASE PROCESS

01

Initial Search **\$500** (inc. GST)

Product search and product availability summary report: \$500. This phase will determine if your product is available and the pricing range.

Your product search will include:

- A face to face meeting or phone conversation with you, our client
- We'll work with you to draft your search request (2 iterations)
- Your unique search request document will be translated into Mandarin for us to undertake your product search

Your product availability summary report will include:

- Product availability confirmation
- Initial prospective company options x3
- Indicative pricing range

02

Detailed Search **\$2,400** (inc. GST)

Detailed product search and product availability summary report: \$2,400. This phase will provide you with the all the information you need to import your product from the most suitable supplier(s).

Your detailed product search will include:

- A second face to face meeting or phone conversation with you, our client
- We'll work with you to draft your detailed search request (2 iterations)
- Your unique search request document will be translated into Mandarin for us to take your detailed search

Your detailed product availability summary report will include:

- Detailed factory information (location, contact details, summary)
- Detailed pricing information (product only – not shipping)
- Obtainment of material/product sample for you to see first hand the quality of your product.

03

Product Sourcing Support **\$4,400** (inc. GST)

Strategic advice and support in relation to product sourcing: \$4,400 (inc GST). This phase will support you every step of the way in sourcing and importing your product on the best terms.

- Strategic advice in relation to product sourcing and factory selection
- Vendor negotiation support (including contract translation and advice)
- Supply chain overview (logistics time and cost)
- China based legal background check of the Factory

Additional Services

We also provide the following support services, as required:

- Legal advice in relation to your contract from our Chinese based legal advisor
- Facilitation of face to face or over the phone meetings between you and the supplier
- Additional strategic advisory services in relation to your product
- Translation services
- Ongoing advice and support after product sourcing

**“WE ARE EXCITED ABOUT THE OPPORTUNITIES
THAT CHINA OFFERS AND WOULD LOVE TO HELP
LAUNCH YOUR BUSINESS TO THE NEXT LEVEL!”**

We are excited about the opportunities that China offers for your business and would love to work with you to connect your business with China's best product suppliers, without the risk and uncertainty. CTC is ready to help you launch your business!

EMAIL US:
info@ctrading.co

CALL US:
(03) 8821 6323

VISIT OUR WEBSITE
changshatradingcompany.com

* Please note, that any contract you enter into with any third party supplier (to import your product(s)) is strictly between you and the supplier. We are not party to the contract and do not guarantee the quality and delivery timing of the product (as articulated in our Terms & Conditions). However, the contract you enter into with a third party supplier through our Services, will be an international contract enforceable by Chinese law. We can translate your contract and can arrange for additional legal advice in relation to the contract you may seek. Further to the above, and to provide you with comfort we can perform a factory background check, legal contract check and provide a product sample. However, nothing can substitute local knowledge and relationships. Our presence in the local market, means that Changsha Trading Company is across local market players and manufacturing developments.

** Please note, the prices quoted for our personalised 3 phase processes are for standard product sourcing processes. More complex product sourcing processes may attract a higher fee, however, if this is the case you will be advised of this before we commence your search.

