

Hong Kong April 12-15, 2014
Meet Mr. Kirmuss in person

Conference Overview

Admission is FREE!

"Smart China Sourcing" Series (Module 1)

Evaluating Prospective Suppliers on the Show Floor - The Do's and Don'ts

Charles Kirmuss, President, Kirmuss & Associates, Consultants, Volunteer Contributor, China Information Sourcing Center

Session Overview With a multitude of similar product manufacturers eager for your business, finding the right supplier at the Global Sources show – one that meets your requirements as a partner – is the single most important step in determining your project's success or failure. Sourcing veteran Charles Kirmuss will cut to the chase and explain how to efficiently identify a shortlist of qualified suppliers for your particular needs. Highlights include:

- So many exhibitors and factories: how do I find the right one for me?
- Determining who is the real manufacturer
- Am I large enough to go direct; are there options for me?
- Making a questionnaire to evaluate potential manufacturers
- The interview process on the show floor
- Evaluating the results
- The all-important factory visit after the show
- Setting up your first purchase orders and payments tied to delivery and performance

This is a must-attend event for new buyers, while even experienced sourcing professionals will learn a few more tricks of the trade.

WHEN: April 13 2014

TIME: 1:15 PM to 2:30PM

WHERE: Asia-World Expo, Hong Kong Conference Rooms 201B, 201C and 204, Level 2. Language: English

BIO:



Since 1983 **Mr. Charles Kirmuss** has been sourcing products overseas following the technology trail: Japan, Korea, Taiwan and now mainland China. Mr. Kirmuss' company is a medium sized buyer looking for innovative electronic products that are either supplied as-is or are modified to meet his customer market needs in North America and other world markets. He attended his first Global Sources trade show in 2006 in Shanghai and started his Chinese supply adventure there. Over time he realized that sourcing from China was more involved than dealing with manufacturers from other countries.

Through the "school of hard knocks" and sometimes making many costly mistakes himself, he learned one needs to take different measures when dealing with Chinese manufacturers.

Charles presents to both new and seasoned China buyers his tips on how to place orders, minimize exposure, deal with supply and intellectual property matters, and cement profitable relationships with Chinese manufacturers. He believes that everyone should spend some time to learn from the Global Sources volunteer panel of experts about how to deal with Chinese suppliers.