



Klako Group

Beijing Hong Kong Shanghai Shenzhen

Buying Office

Klako was approached by a European manufacturer of household appliances, as they were looking for the right partner to increase and improve their overseas sourcing capabilities.

They needed a working relationship that is consistent yet flexible enough to accommodate the fast pace and always changing requirements of the customers product development needs.

- Klako had a superior infrastructure, and the dedicated team could rapidly learn the customers' different product categories and add their in house product expertise.
- Klako's team is working with the marketing and supply chain teams to handle new product development and sampling in order to rapidly impact the performance of the company.
- The inspection teams throughout China compliment the merchandising and project engineering staff.
- Together they operate the sourcing, merchandising and product development, handle the trade and logistics and providing quality control services.

The tailor made buying office enabled the customer to avoid the cost of setting up their own merchandising and quality assurance team in China, and they successfully moved already up to 75 % of their buying volume to China.

For further information, please contact our director, Mr. Sven Koehler, in our Hong Kong office

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