



## **THE COMPANY**

The company manufactures a retail line of rugged clothing and gear designed for the outdoor clothing industry.

## **THE CHALLENGE**

The Company was both sourcing its raw materials and manufacturing 100% of its products in the US. It was having continuous quality, reliability and consistency problems, and tied up a great deal of its working capital in rejected product and raw material costs. The Company's sole US raw material supplier was controlled by their biggest competitor, and since there were only two US mills providing the raw material the Company required, it put the Company in a difficult and compromising position. The textile industry was not globally competitive in the US, and the Company needed to make a strategic move to Asia.

## **THE SOLUTION**

- ***Identified China as starting point for production***
- ***Identified and recommended new raw material suppliers and manufacturers in China***
- ***Established clear specifications of products and raw materials***
- ***Recommended one stop manufacture to provide both raw material and flexible production capacity.***

As the largest textile manufacturing base in the world, China was the natural starting point. Our research team provided and evaluated a detailed list of China suppliers and manufacturers to assist the Company in selecting the best qualified and most suitable suppliers in China. We evaluated the industry, identifying the regions industry strengths and its leaders. We provided additional assistance of helping the Company getting its business up and running in China. The Company was presented with the top 3 suppliers, which greatly reduced its time, cost and resources of key supplier selection and evaluation.

The Chinese suppliers provided the Company with greater production flexibility offering the Company the ability to purchase smaller batches of fabric, labels and hangtags than they could with their existing US suppliers. China provided excellent overall fabric and production quality as well. Once the offshore partner(s) was selected – PGL Global systematically arranged and managed the entire process to include delivery to the Company. The Company used and/or had access to all asset management drivers featured by PGL, – all tailored to the specific needs of the Company.

PGL is an offshoring superstore, where the Company found all the services it needed to optimize its offshore functions and business needs, including Sourcing management, Facility Reviews, Quality Control Service, Logistical support and on going facilitation. PGL's complete solution helped the Company save time and money, from strategic planning to new market entrance. Only through the availability of the dynamic 'one-stop shop' global approach provided through **PGL Global** can a company comfortably reduce or eliminate high-overhead cost centers and concentrate their full attention on servicing their customers at the most competitive pricing. Our global capability enables us to duplicate this process in all major emerging market, China, India, East Asia, Central and South America, and soon in Eastern Europe.

PGL solution includes the following three main areas:

- ***Low cost country sourcing***
- ***Emerging market entrance***
- ***Foreign partnership, joint-venture or subsidiary set-up***

To learn more about our services or receive a free evaluation, please visit our website: [www.pglglobal.com](http://www.pglglobal.com), or call 216.591.0846.