



Overseas Assemble Project

1. Background & Advantages
2. Four stages
 - First stage
 - Second stage
 - Third stage
 - Forth stage
3. Technology transformation and local manufacturing
4. Market strategy and sales network
5. After-sales service

1. BACKGROUND & ADVANTAGES

- China industry develop experience and mature technology enough for developing countries industry need.
- Trade globalization, not only commodities but also technology and service.
- Trade barriers, CBU high import tax, the local industry development requirement.
- Create more job and employment.
- Deep, closed, long-term cooperation.
- Product profits margin transfer to customers, more added value on technology and service. OEM/ODM available.
- Lower purchasing and operation cost, more power on competition.
- Local manufacturing, radiation surrounding countries.

2. FOUR STAGES

1. First stage

welded, painted, CKD shipment

2. Second stage

welded, NOT painted, CKD shipment

3. Third stage

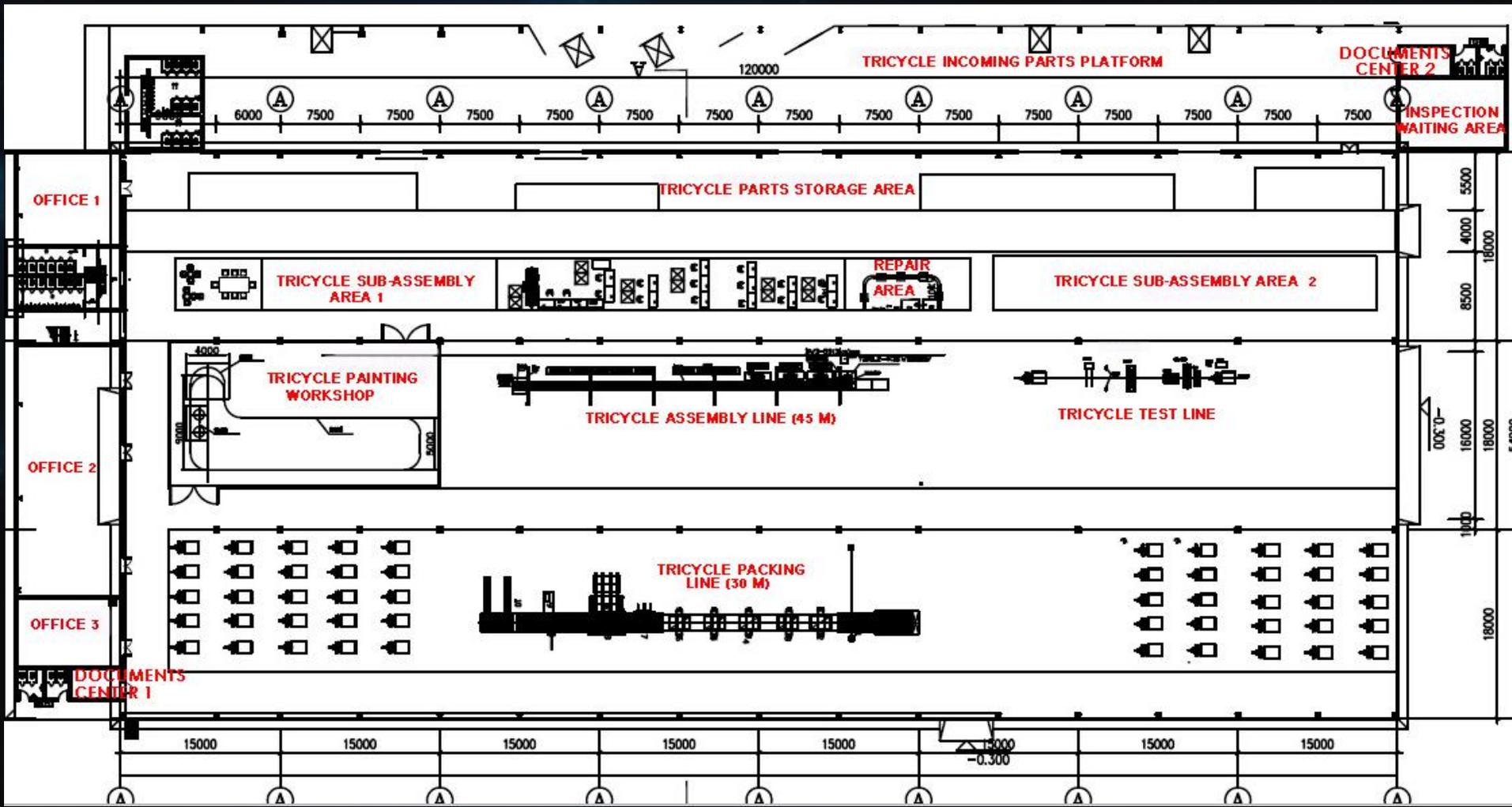
NOT welded, NOT painted, CKD shipment

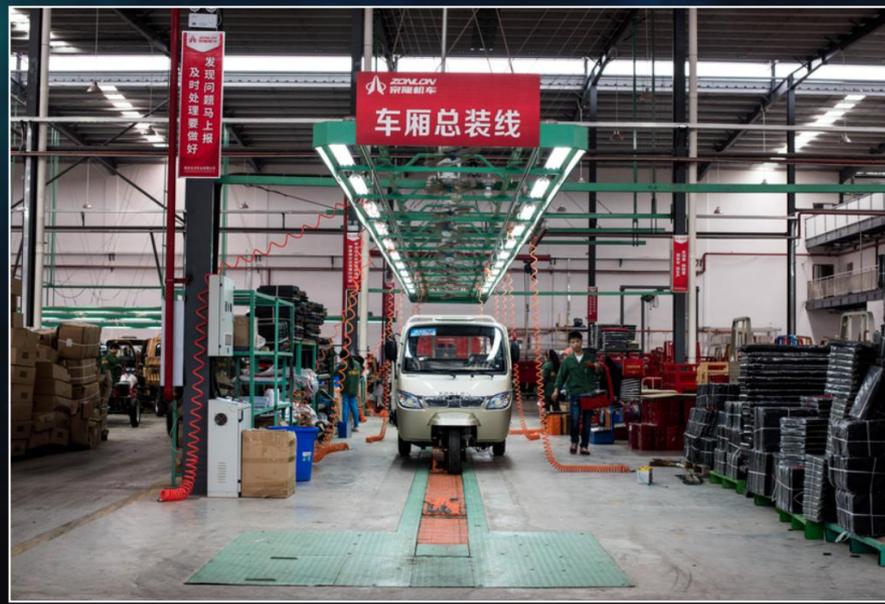
4. Forth stage

NOT welded, NOT painted, IKD shipment

FIRST STAGE

- Factory and workshop set-up.
- Shipped in **CKD** parts **WELDED** and **PAINTED**, assembled in local factory and workshop.
- Parts catalogues, BOM illustration.
- Assemble guide.
- QC-Quality Control.
- Free training.



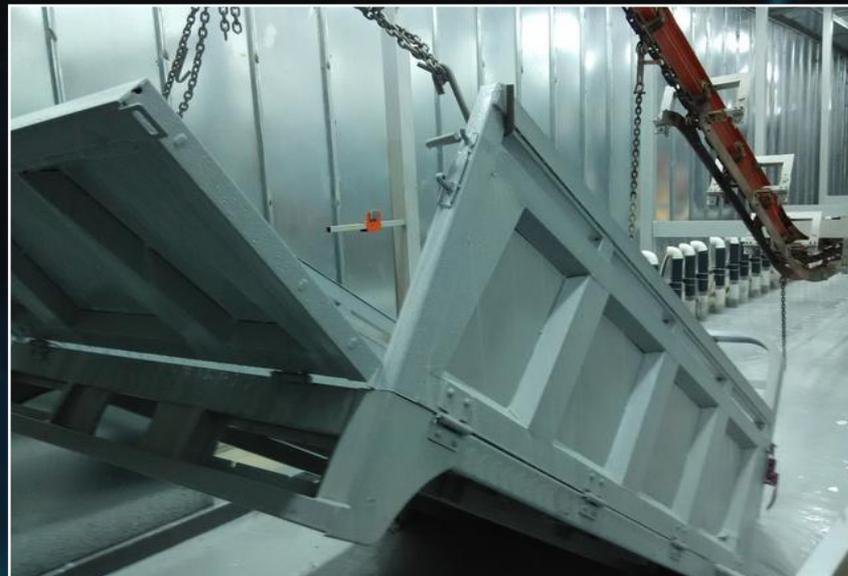


Artide numer/件号	Photo/照片	Chines description/中文名称	English description/英文名称	数量/QTY	单位/Unit	Supplier/供应商
81216-01-02-00-139(大) 81216-01-00-00-039 (小)		大架卡条(7个/台)	CHASSIS RUBBER	7	PCS	Purchased
83214-01-00-00-287		横担	TOP COVER, FRONT SUPPORTER	1	PC	Purchased
83212-01-00-80-287		7字杆	TOP COVER, SIDE SUPPORTER	2	PCS	Purchased
52600-04-00-00-000		喊话器	ALARM SPEAKER	1	SET	Purchased
92531-01-00-00-000		篷布拉绳	ROPE FOR COVER	2	PCS	Purchased
41511-01-00-00-023		小油杯	SMALL FUEL CUP	1	PC	Purchased
24113-02-00-00-112		T型胶套-28	T-RUBBER 28 ON SPRING PLATE	16	PCS	Purchased
12124-01-00-00-023		小平垫胶	RUBBER FOR SIDE COVER	18	PCS	Purchased
41611-01-00-00-023		手把黑扎带	RIBBON FOR HANDEL BAR	2	PCS	Purchased
71110-07-70-82-019		拉杆 (9*770前刹单叉)	FRONT BRAKE LEVER	2	SET	Purchased
71310-08-00-82-019		拉杆 (7*800后刹)	REAR BRAKE LEVER	1	SET	Purchased



- Based on first stage, assemble quality satisfactory, skillful workers, market share increase.
- Painting workshop set-up: sulfuric acid refining, electro-painting.
- Shipped in **CKD**, steel sheet and mould parts **WELDED** but **NOT PAINTED**.





- Based on second stage.
- Welding workshop set-up.
- Metal parts shipped in **CKD**, steel sheet and mould parts **NOT WELDED** and **NOT PAINTED**.
- Welded with **JIGS & FIXTURES**
- More container loading, lower shipping cost.



JIGS AND FIXTURES



FORTH STAGE

- Moulds for metal parts, Heavy press machines.
- Metal parts shipped in **IKD**, some parts local manufactured.
- More job offer, develop local industry, more local governments support.



3. TECHNOLOGY TRANSFORMATION AND LOCAL MANUFACTURING

- Assemble line, production facility, mould, jigs and fixture, welding equipment, painting workshop purchase and set-up.
- Assemble guide, Q.C. documents.
- Parts drawing and chart.
- Parts breakdown catalogue, BOM illustration.
- User' s manual, maintenance guide.
- Promotion and advertising strategy.

4. AFTER-SALES SERVICE

- 4S service shops like car set-up together with sales network.
- More income and margin for service and parts.
- Customer foremost, quality first.
- Training for staff, for dealer, for end user.
- Parts abundant, outlet distribution, in-time delivery.
- Easy read manual in hard copy, video or other format.

5. MARKET STRATEGY AND SALES NETWORK

- Market investigation, market strategy: product, price, place, promotion.
- Brand image and reputation.
- Competitor analysis.
- China embassy and local transportation department support.
- Find the dealer, enhance cooperation, establish sales network.



**THANKS! IF YOU HOPE TO BE OUR PARTNER
AND START THIS PROJECT, PLEASE DO NOT
HESITATE TO CONTACT US NOW AS BELOW.**

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